

Ford unions' leader suggests new meeting to end 'ghastly mess' as 145,000 face closure in Europe

By Donald Macintyre
Labour Reporter

The union side has made an unexpected new initiative in an attempt to break the deadlock that on Friday halted negotiations intended to settle the strike by 57,000 Ford workers, now in its fourth week.

The move was disclosed yesterday as union leaders representing 145,000 European Ford workers spoke of large-scale lay-offs and closures in Germany, Belgium, Spain and France within a few weeks.

Mr Reginald Birch, secretary of the union side of the Ford national joint negotiating council, has written to Sir Terence Beckett, chairman of the company, suggesting "a direct meeting with representatives of the council to discover a way through what can only be described as a ghastly mess".

Mr Birch, a member of the Amalgamated Union of Engineering Workers' executive and a veteran Ford negotiator, refers critically to the company's letter to employees last week advising them to press their negotiators for a return to work. But his approach to the company holds the door open to fresh talks without strings in a declaration that "it is time we discuss... the situation we are now in".

The reference to representatives of the negotiating council

may cause dissent in the union ranks, for it appears to hint at talks that may not include the whole union side, expanded this year to include conveners from all 23 Ford plants.

On Friday the company improved its pay offer to 8 per cent and made clear that more money was available on condition that the union side started moves for a return to work and began discussions on improving efficiency. The union negotiators walked out after deciding during an adjournment to reject the offer.

Since then the company has indicated that the next move must come from the unions. The union side has said that it is available for talks as soon as the company improves the pay offer.

Mr Birch's letter says the state of negotiations could almost be described as bizarre, and complains that the press heard about Ford's decision to negotiate outside the guidelines before the unions did, but does not refer to preconditions for new talks.

Leaders of the International Metalworkers' Federation, to which all the main British motor industry unions are affiliated, expressed support yesterday for the strikers and declared that most European Ford workers facing being laid off by the end of November. Belgian representatives told

the IMF meeting that the management had indicated at one plant on Wednesday that within the first two weeks of November there would be "total lay-offs" of the 11,000 workers engaged on van production at the plant have already been laid off.

Mr Herman Rebban, secretary general of the federation, made clear that German unions expected closures of the plants at Cologne and Saarlouis by the end of the month if the strike continued.

The delegates, who visited the picket line at Dagenham, were also told that lay-offs, short-time working and a ban on overtime were already affecting Spain and Portugal.

The federation also called on its affiliates to ban any work normally done by Ford in the United Kingdom. Attended by Mr Ronald Todd, chairman of the Ford union negotiators, and Mr Birch, the meeting agreed to seek financial support from European affiliates if requested by British unions.

Meanwhile, at Southampton, two wives of Ford workers said they were calling a weekend meeting to demand a secret ballot on a return to work. At Dagenham two workers who attempted to organize a ballot among workers at the plant collecting tax rebates were stopped by shop stewards.

Vicars see union over pay and job security

By Christopher Thomas
Labour Reporter

Church of England parsons met in London yesterday to discuss how to spread the word of trade unionism among the clergy. They want improved pay, working conditions and job security.

Six vicars met Mr John Shepherd, national officer of the Association of Scientific, Technical and Managerial Staffs, in the first of a series of meetings designed to formulate a union policy for clergy. About a hundred parsons belong to the union.

The Rev Neil Richardson, of St Hugh's, Oldham, Greater Manchester, who earns £2,900 a year, said after the meeting: "It is possible for a vicar to lose his job without any right of appeal. And, of course, we should like more money. We need the skill, expertise and back-up services of a union to make sure our case is heard."

Would vicars strike or refuse to deliver sermons? Mr Richardson replied: "If we stopped delivering a sermon we might even start filling churches again. But, seriously, I cannot honestly see any situation in which we would strike in the accepted sense."

The 1978-79 pay scale recommended by the Church Commissioners for incumbents, who make up the bulk of the 12,000 Church of England clergy, is £2,900 to £3,250. The commission is recommending a range of £3,500 to £3,800 for 1979-80 and say that nobody should get less than £3,300.

In March, last year, the Church Commissioners had Stock Exchange investments of £255m and the book value of the commission's holdings, including farms, offices, shops and residential property, was £360m. Investment income last year was £46m.

Their officials yesterday agreed that vicars were "seriously inadequate" but said that if they were to be increased the money would have to come from the parishioners.



The Prince of Wales talking with production workers at the Cossor Electronics factory at Harlow, Essex, yesterday. The visit was part of a series designed to acquaint him with industrial organization.

'Telegraph' back as printers end strike

By Christopher Thomas
Labour Reporter

Printers at The Daily Telegraph voted yesterday to return to work and London editions appeared this morning. The newspaper lost 13 London editions, totalling 13,650,000 copies. The net cost was £125m.

The 230 printers, members of the National Graphical Association, voted overwhelmingly to accept a peace formula drawn up in protracted talks at the TUC which lasted until after 1 am yesterday. Mr Len Murray, TUC general secretary, joined the talks.

The men, who work in the communication departments, returned to work at 5pm. The TUC panel that helped to negotiate the settlement will be ready to intervene if the agreement breaks down. Talks on a permanent solution will first be held with shop-floor representatives. London re-

gional officers of the NGA will become involved if difficulties arise. The settlement provides for meetings between management and shop-floor representatives on "matters of concern". The claim for extra payment for operating telephone equipment in the telecommunication and electronics departments, and for a new agreement, is to be discussed with shop-floor representatives and NGA officials. It was that claim, involving 24 men, that started the dispute.

Striking printers are to get the opportunity to reply to management statements in the five weekly newspapers that employ them. The offer came yesterday from Colonel James Small, head of the Tweekdale Press Group, based in Berwick. Special issues are being produced by volunteers.

The printers went on strike after eight colleagues had been dismissed for refusing to operate new machinery.

£38,000 for Ulster band deaths

Criminal injury awards totalling nearly £38,000 were made at Newry Crown Court yesterday, over an incident in which three members of an Irish Republican showband were murdered by terrorists at Bushkill, between Banbridge and Newry, on July 31, 1975. The coach in which the band was travelling was destroyed by a bomb that killed the two men planting it.

Bandman Stephen Travers, aged 27, of Clondalkin, Dublin, was awarded £20,316 for severe injuries. Mrs Valeri Hyde, aged 29, who was married to the murdered singer, Francis O'Toole, of Bray, Co Wicklow, and her children, Rachel, aged 5, and Kelly, aged 4, each received £3,000. The parents of Anthony Geraghty, aged 23, of Crumlin, Dublin, another victim, were awarded £5,000. Desmond McAlea, aged 29, of Swatara, Co Dublin, was awarded £5,500 for severe shock. Train services throughout Northern Ireland were halted for several hours yesterday after more bomb warnings.

In brief

Plan to open Pinewood

Pinewood film studios seeding planning permission open to the public on a permanent basis after a successful charity opening last year. It is hoped to spend several million pounds creating a family leisure centre in 100-acre grounds at Iwer, Buckinghamshire, which show how films are made.

Tests on salmon

Test are being made on perforated tin of salmon in Norway. It comes from same American canner as one that resulted in botulism poisoning in Birmingham in which an elderly couple died.

Alcohol project

The Scotch Whisky Association has given £80,000 enable Edinburgh University study alcohol and its at and why there are more alcoholics in Scotland than England.

MP refused test

Mr Evan Luard, Under Secretary of State at the Foreign Office and MP for Oxford, fined £55 by Oxford magistrates yesterday for refusing to take a breath test and having defective lights on his car.

Tate chief to retire

Sir Norman Reid, aged 48, Director of the Tate Gallery London, since 1964, is to retire next year. He will stay in office until after the opening in 1981 of the gallery's £2.5m extension.

Eagle reaches port

HMS Eagle finally completed her last voyage to the breakwater at Cairnryan, near Stranraer, yesterday, after running aground on a sandbank. Cal delayed her several days.

Supporter fined

Afan Langdale, aged 48, bank exchange control manager, of Underhill Lane, Clifton, near Brighton, was fined £100 by magistrates at Hove yesterday, for hitting another supporter at a football match.

Typhoid man better

The condition of a man from Wolverhampton who contracted typhoid during a North Africa holiday was improving yesterday. He is in East Birmingham Hospital.

Minister criticizes Tory 'policy of conflict'

By Our Political Editor

Mrs Margaret Thatcher's policy of "wholly free" collective bargaining would lead to "industrial chaos", to "massive social injustice" and a "national conflict" as most workers refused to accept the injustices, Mr Roy Hattersley, Secretary of State for Prices and Consumer Protection, said last night.

In remarks prepared for a by-election meeting in the Berwick and East Lothian constituency, Mr Hattersley denounced Mrs Thatcher's policies as "wholly theoretical".

He contended, somewhat dubiously, after her Brighton speech last week that she and Sir Keith Joseph "do not ask for the responsible collective bargaining offered by the TUC".

He said the Conservative leaders would "allow the unions to fight it out among themselves" to determine how the total wage bill would be distributed. However, the poorest and weakest workers who, under the Tories would get no rises whatever, would hit back and accept being second-class citizens.

IBM to sponsor youth orchestra

The immediate future of the European Community Youth Orchestra has been secured by agreement with IBM Europe to sponsor the orchestra's 1979 tour and by a grant from the European Commission (our Music Reporter writes). The orchestra is planning competitions in each of the EEC countries to select young musicians for its 1979 tour. The finals will take place in January.

BR to use Welsh

British Rail station names and notices in Wales are to be shown in English and Welsh where there is a difference between the versions. Where the names are similar, Welsh will be used.

Heath warning to Mrs Thatcher over pay reality

By George Clark
Political Correspondent

Mr Edward Heath, the former Conservative leader, again warned Mrs Margaret Thatcher last night that no future Conservative government should be committed to a return to free collective bargaining "free from government interference". That phrase was used by Mrs Thatcher in her speech at the end of the Conservative Party conference at Brighton last week.

Addressing the Chelsea Conservative Association, Mr Heath repeated his argument that to fight inflation it was necessary to use "all the weapons at our disposal, and that includes an incomes policy".

That, he said, was why he welcomed the statement in the Conservative policy document, *The Right Approach*, that "restraint in pay bargaining... serves to curb the alternative of unemployment, to secure the growth of profits as the basis for the pay and salary element in public spending".

and to diminish inflationary expectations."

Mr Heath said: "Of course, if the economy were in proper balance, if union monopoly power did not exist, if the trade union structure were more streamlined, if restrictive practices had disappeared, if all management was skilled in industrial relations, and if attitudes throughout the country were different, we should not need an incomes policy. But the reality is different, and harsher. And that is why, time and again, government has been driven, often reluctantly, to wrestle directly with the inflationary problems posed by pay."

In what must be seen as a studied critique of Mrs Thatcher's speech last Friday, Mr Heath went on to say that no government, no Prime Minister, no Chancellor of the Exchequer wished to become involved in the complexities and intricacies of pay. "They do not do it because they want to," he said. "They do it because they have to. Any government has the experience of such policies knows the complexities

of the subject it is handling, and the vast amount of time it consumes."

"The broad-brush approach is not as simple in practice as it appears in theory. If you do not specify a pay norm, no one knows what the country can afford. If you have an ineffectual norm, labelled 'take it or leave it', people will leave it. If you have a norm to which you want people to adhere, you cannot easily allow some people to get more and insist that the others get less."

Mr Heath said that governments of both parties had made mistakes but they had been learning as they went along. "What is important is that we have a genuine debate over the kind of incomes policy we should have," he said.

"But when we debate incomes policy, and monetary policy let us remember that we are not having to choose between two different philosophies, each of which claims a monopoly of knowledge or certainty. "The debate should not acquire the characteristics of a religious war. We are not having to choose between competing

dogmas. We are concerned with the practical question of running the economy and choosing the least imperfect options before us."

It was not Conservative heresy to be in favour of an incomes policy, Mr Heath insisted, and he referred to policy decisions taken during the 25 years of Conservative government from 1951 to 1964. "It was a Conservative government in 1962 which announced, the guiding light for incomes; it was a Conservative government which later in the year set up the National Incomes Commission."

During four years of Labour government the British people had suffered the worst inflation in living memory and seen the country brought to the brink of national bankruptcy.

"The British people have no desire to go through all this again," he said. "The reaction to the events of the past three weeks has confirmed me in my belief that they are terrified of another wages explosion and of the damage to us all which would follow in its wake."

Acas statement emphasizes independence

The Advisory, Conciliation and Arbitration Service (Acas) yesterday went to lengths to reassert its independence from the Government and make it clear that it was not an "inter-preter, monitor or enforcement agency" of any government. In a carefully worded statement, Mr James Mortimer, chairman of the service, said it was clear from inquiries by both unions and employers that there had been some misunderstanding of its role. The statement said that in dispute striking cases had been asked or required to explain to Acas if and how claims, offers or proposed settlements conform to an incomes policy.

Mr Mortimer added: "Nothing in this statement should be taken to imply that Acas is offering any comment on incomes policy. It is not." The statement appears designed partly to dispel fears that Acas, which is controlled by a council made up of trade union, employers' and independent representatives, may be compromised when the Government is the employer.

Plaid Cymru states price for helping Government

From Tim Jones
Swansea

Adequate measures by the Government to combat unemployment in Wales were demanded yesterday by Plaid Cymru as the price of supporting the minority Government during the next parliamentary term. The nationalist party, gathering for its annual conference, is aware that the votes of its three members could be vital to the Labour Party's legislative programme.

This is why Plaid Cymru has demanded a £100m package from the Government to create more jobs in the principality, which suffers proportionately more unemployment than England.

Mr Gwynfor Evans, the party's president and MP for Carmarthen, said jobs could be created by boosting the construction industry in Wales, which had 15,000 building workers collecting unemployment

benefits. There were 50,000 people on council housing lists and a further 100,000 living in unsuitable accommodation. He said the party would not make the mistake of committing itself to a firm strategy on its attitude towards the Government until it heard the Queen's Speech.

Mr Evans made it clear that his party's "unique position of power" would be used in the best interests of Wales. The party will be seeking financial compensation for people suffering from slat and coal dust related diseases greater expenditure on roads and a more aggressive approach towards attracting industry to Wales.

Although the party's policy making committee tends to favour devolution as a step towards eventual autonomy, the only motion on the subject before the conference delegates to condemn the measure.

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Mr John Davies 'progressing'

Mr John Davies, Conservative spokesman on foreign affairs, was making satisfactory progress in the National Hospital for Nervous Diseases, in London, yesterday, after a brain operation.

Ban on taking new remand prisoners at Brixton

By Peter Evans
Home Affairs Correspondent

Prison officers at Brixton decided yesterday to join in the protest action which was voted for at a meeting last week of representatives from 30 prisons.

Brixton's part will be to refuse to admit new remand prisoners, normally about 25 a day. The Home Office has cumulative. About 870 of Brixton's population of 4,045 are on remand.

Usually when prisoners cannot be admitted at one establishment, the Home Office send them to another, but the officers intend to close doors against them.

Mr David Taylor, chairman of Brixton branch of the Prison Officers' Association,

said: "We will refuse to accept new remand prisoners from magistrates' courts."

He expected the action to have a chaotic effect on courts, which might find they had nowhere to send people.

Scotland Yard said last night that the responsibility for finding alternative accommodation lay with the Home Office. If the Home Office asked the police to provide accommodation on a short-term basis they would, as far as possible, comply with the request.

Last week's meeting voted for the action to begin on November 1. The decision has to be put to branches for ratification and the support of the national executive is being sought. Prisons outside London are also expected to join in.

Liberal in an attack on 'jungle law'

By Our Political Staff

Mr Cyril Smith, MP for Rochdale, and the Liberal Party's spokesman on employment, yesterday accused Conservatives, Labour and the TUC of supporting "the economy of the jungle" where the fittest survive and the weakest become weaker. That policy, he maintained, would mean the biggest pay increases going to the strongest.

Speaking at Bolton, he forecast that rising average of new few months would average between 14 per cent and 15 per cent.

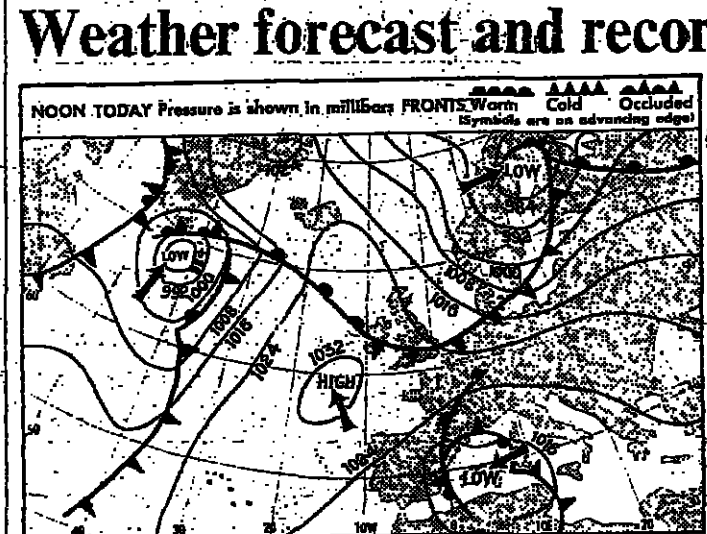
Mr Edward Heath and Mr James Callaghan had the correct wages policy, but their parties were wrong, he said.

Mr Smith said Mrs Margaret Thatcher's policy of refusing government help to companies facing bankruptcy would damage small businesses and create unemployment.

Moderates want ballot on Vauxhall ruling

Moderate shop stewards and workers at Vauxhall yesterday fought a shop-floor revolt against the union strike call if a secret ballot replaces mass meetings. But a little drizzle in places, especially later; wind W, becoming N, light; max temp 12° or 13° (54° to 55°F).

One shop steward at Luton said: "I dare not be named, my life would not be worth living. But if there were a secret ballot and not mass meetings, I have no doubt whatsoever that there would be no strike. There is intimidation on one trim shop."



Today Sun rises: 7.32 am Sun sets: 5.58 pm Moon rises: 11.47 am Moon sets: 8.55 pm

Last Quarter: October 24. Lighting up: 6.28 pm to 7.4 am. High water: London Bridge, 5.2 am, 7.2m (23.7ft); 5.16 pm, 7.3m (23.9ft). Avonmouth, 10.24 am, 12.9m (42.2ft); 10.47 pm, 12.4m (40.8ft). Dover, 1.59 am, 6.6m (21.7ft); 2.18 pm, 6.5m (21.3ft). Hull, 9.13 am, 7.1m (23.3ft); 9.30 pm, 7.0m (22.8ft). Liverpool, 2.13 am, 9.1m (29.8ft); 2.30 pm, 8.9m (29.2ft).

N. Wales, Lake District, Isle of Man, E. Central N. NE, NW England: Rather cloudy, a little rain or drizzle, brighter, mostly dry weather spreading from N. wind W or NW, light or moderate; max temp 11°C (52°F). Borders, Edinburgh, Dundee: Sunny spells, scattered showers, wind NW, fresh at times, decreasing to light; max temp 10°C (50°F). SW Scotland, Glasgow, Argyll, N. Ireland: Sunny intervals, scattered showers dying out; wind NW, moderate, decreasing to light and backing SW; max temp 10°C (50°F). Moray Firth, NE, NW Scotland: Showers, heavy in places at first, bright or sunny intervals; wind NW, fresh or strong, decreasing to light; max temp 7°C (43°F). Orkney, Shetland: Blustery showers, heavy at first; wind NW, strong to gale force, decreasing to moderate; max temp 6°C (41°F).

Outlook for tomorrow and Sunday: Mostly dry over England and Wales, some overnight fog.

WEATHER REPORTS YESTERDAY MIDDAY: c, cloud; f, fair; r, rain; s, sun.

Algeria	c 20	Cardiff	c 15	Isle of Man	c 10	Munich	c 10
Athens	c 18	Cologne	c 12	Jersey	c 10	Naples	c 10
Bombay	c 25	Dublin	c 12	London	c 10	Nice	c 10
Buenos Aires	c 20	Edinburgh	c 10	Lyons	c 10	Paris	c 10
Calcutta	c 25	Glasgow	c 10	Madrid	c 10	Rome	c 10
Cairo	c 25	London	c 10	Seville	c 10	St. Petersburg	c 10
Canton	c 25	Manchester	c 10	Toronto	c 10	Tokyo	c 10
Cebu	c 25	Newcastle	c 10	Washington	c 10	Yokohama	c 10
Colon	c 25	Nottingham	c 10				
Hankow	c 25	Sheffield	c 10				
Harbin	c 25	Sunderland	c 10				
Hong Kong	c 25	Wolverhampton	c 10				
Kobe	c 25						
London	c 10						
Lyons	c 10						
Madrid	c 10						
Manila	c 25						
Medan	c 25						
Moscow	c 10						

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مركز للاثاث

Very simply, STC is in the business of helping people communicate.

Helping to improve communications between people requires a constant stream of invention and development. By originating a system of transmitting messages by laser light rather than by electrical energy, STC has produced what could be the most significant development in telecommunications since the invention of the transistor.

As demand for telecommunications services increases, the pressure on the telephone system grows.

So technology has to anticipate problems which may not occur for another decade; and find the answers.

Pass additional services like television and viewphone and computer data through conventional telephone cables and they can crowd out the conversations which might be carried.

Fortunately, STC's initiative led to the development of optical fibre communication. This means that the capacity for signals of any kind is increased by tens of thousands.

Instead of the traditional copper cable, the 'wire' along which signals pass is a hair-thin optical fibre (think of it as a thread of glass), so transparent that looking through a mile-thick pane of it would be virtually like looking through an open window.

And all the signals transmitted are carried by lightwaves generated by miniature lasers.

The theory is simple: the capacity of a carrier wave is related to its frequency. And the frequency of light is many thousand times that of radio waves.

What is not so simple is the development of lasers able to operate efficiently without

attention for the lifetime of the system. And also the development of light-guiding fibre to take the signal from transmitter to receiver without significant loss of quality, no matter how many twists and turns the glass cable goes through. Building these fibres into a cable and transforming the 'glass' into something tough and flexible, was not so simple either.

So STC, as well as originating the concept and making it work, built its own optical fibre and optical cable manufacturing plant.

And this is why, with the full co-operation and assistance of the British Post Office, STC installed the world's first high-capacity,

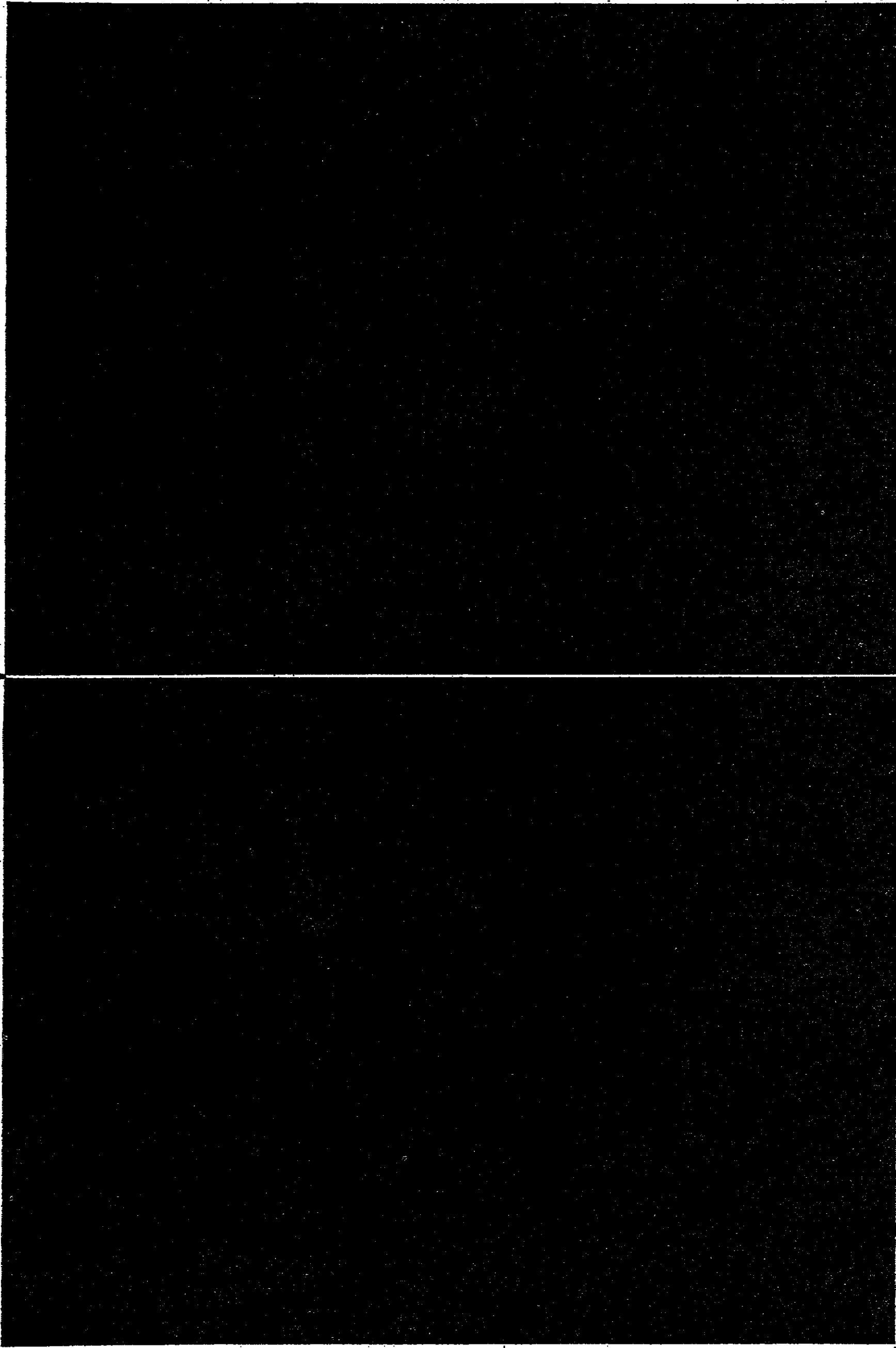
long-distance optical communications system for a field demonstration between Hitchin and Stevenage, in Hertfordshire.

And why we believe, in all due modesty, this technology will prove to be one of the most significant developments in the history of telecommunications.

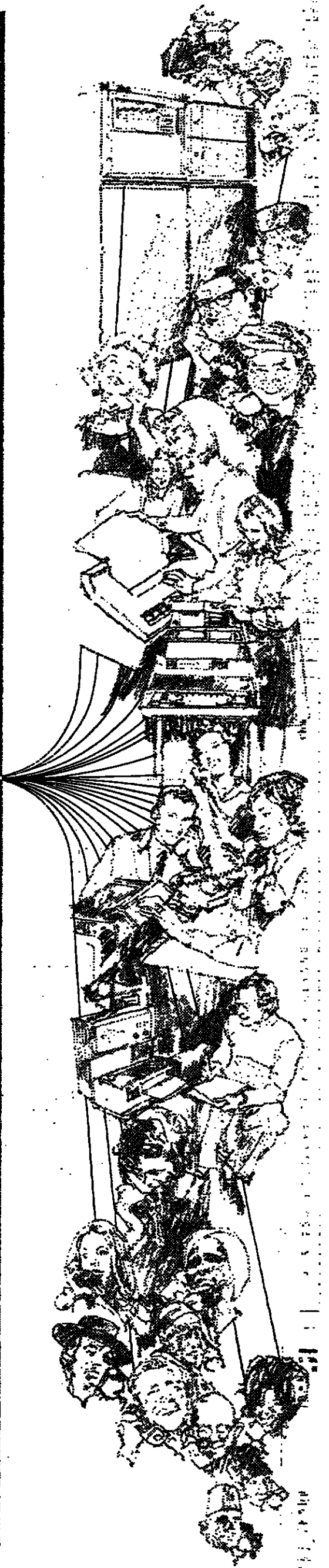
And why the initiative shown by STC in its development will not stop at optical fibre communications.

STC is, as we said earlier, in the business of helping people communicate.

Some of the other ways in which we do this are described on page 5.



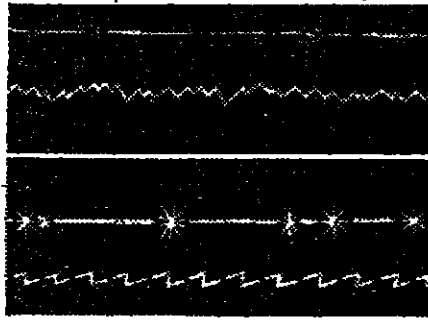
Think of the white line as STC's optical fibre cable. To carry the same number of telephone conversations a comparable conventional system would require a cable the thickness of the dark area.



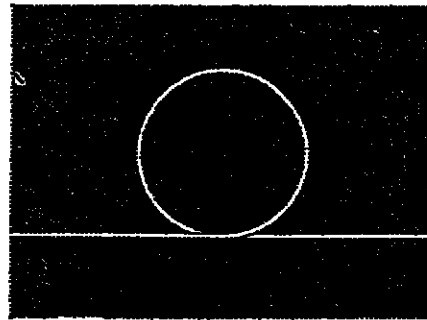
STC optical fibre cable can use existing cable ducts. So there's no need to dig up streets and lanes and hoggerows.



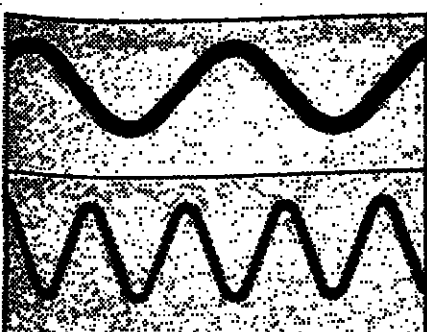
STC did not stop at the optical fibre communication concept: STC also made it work. A pilot production line at the laboratories led to the building of a full-scale fibre and cable production plant.



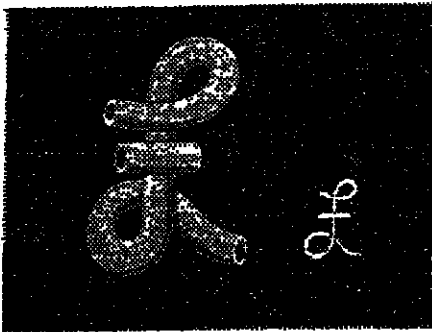
No Interference STC's development uses light, not electrical energy. So it's interference-free. Which means it can be run alongside, say, electric railways without special screening. Because there's no risk of sparking, it can be laid where metal cables can't; places like mines. And because it is virtually bugging-proof, it has vast potential where security is vital, particularly for military use.



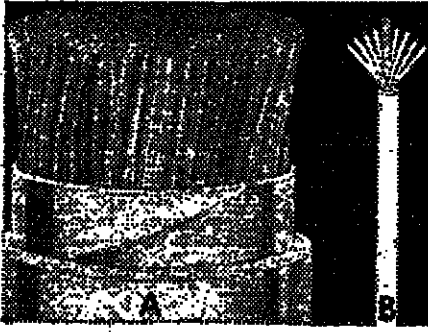
Flexible The last thing you'd expect 'glass' to be is flexible, but optical fibre cable can be wound around cable drums.



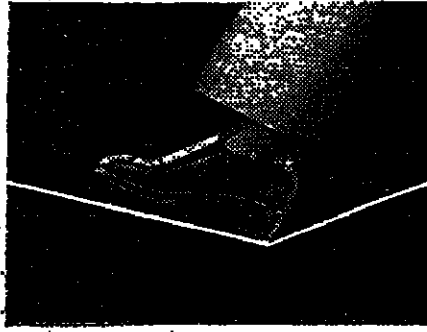
Top: a radio wave. Bottom: a light wave. Think of every wave as carrying the same number of telephone calls, or television programmes, or computer data. Clearly waves which are closer together have a higher frequency and add up to more signals than those further apart.



Cheaper Conventional cable is largely copper. Because of the costs of mining and processing and because it is by no means inexhaustible, it is relatively expensive. STC's optical fibre is made from sand. So ingredients are cheaper, even before operational savings. For instance, signal amplification equipment is necessary every few kilometres with conventional cable. Already, with STC's product, this is greatly reduced or even eliminated.



Greater Capacity Cable A is conventional. Cable B uses STC's optical fibres to carry the same number of telephone conversations, television signals, and computer data.



'Unbreakable' Perhaps 'unbreakable' glass is just as surprising as flexible glass. STC's optical fibre is comparatively stronger than steel.

HOME NEWS

NHS report calls for better labour relations as staff exceed a million and cost rises to £20,500m

By John Roper
Health Services
Correspondent

The National Health Service must improve its industrial relations, the annual report of the Department of Health and Social Security, published yesterday, says.

While the number of serious industrial disputes remained small, there had been some real failures of cooperation between different sections of staff and too many examples of unofficial action.

Mr David Ennals, Secretary of State for Social Services, says in his foreword, that more than a million people now work in the services, which depend above all else on how well they work together as a team.

He has begun meetings with representatives of the main professions and unions to seek ways of improving disputes procedures and to resolve disputes at local level.

The report records that more than £20,500m, or £400 a year for everyone in Britain, is being spent on health, social services and social security.

About 22 million regular cash payments are made every week. The cost of health and personal social services is now £6,927m a year and pensions and other social security benefits at December, 1977, rates, £13,598m.

Concern is expressed in the report that diseases that people have almost forgotten may come back if the substan-

tial fall in vaccination and immunization is not reversed. In the early 1970s three fifths of all children were protected from whooping cough in their first year. The figure has fallen to 23 per cent, partly due to fear of side-effects, such as rare cases of brain damage.

The number of young people starting to train as nurses has dropped by about 8,000 and this is causing concern, particularly in the mental illness and mental handicap fields.

The Royal College of Nursing said yesterday that that was probably because many hospitals had had to halve their nurse training schools because of shortage of money and that many young people saw that they could earn far more in business.

The report records that the number of management posts in the NHS fell by more than 2,700 between March, 1976, and December, 1977. But a table shows that department staff rose from 94,496 in 1976 to 96,900 last year.

The supply of donor kidneys is meeting only half the demand and more than a thousand patients are waiting for transplants.

The number of prescriptions dispensed continued to rise, with an increase from about 393 million to 296 million in a year. Average ingredient cost for each prescription increased by more than a quarter to £146.9p. The total cost, £554m, was an increase of about £103m.

Manufacturers' prices of drugs and medicines for the NHS rose by about 16 per cent in 1977, a drop of about 4 per cent in 1975-76 increases.

A new record number of patients, 5,345,000, were admitted to hospitals. Waiting lists dropped from 607,000 to 602,000.

The estimated cost of treating road accident victims was more than £50m and head injuries and leg fractures of young people using skate boards probably cost the service £6m.

The increase in the number of elderly people was one of the most significant social changes in Britain this century. Their care was one of the biggest pressures on the NHS services, costing more than £400m, half the net expenditure on personal social services in 1976-77. On average, people over 75 cost the services seven times as much as people of working age.

The number of adoption orders fell to 12,748 from 17,621.

The report says that too many people are going to a doctor for medicines that they can get at a chemist's. In mentioning plans to make more use of computers in the service for pricing prescriptions, the report says that may depend on getting staff who can read doctors' handwriting.

Publication of the report as a Command Paper has been delayed by a Stationery Office industrial dispute.

Difficulties over patients' complaints

By Robin Young
Consumer Affairs
Correspondent

People who have complaints against the National Health Service are likely to meet difficulties even when all they seek is an apology or an assurance that others will not suffer similarly, alleges a Consumers' Association report published today.

The findings are based on the experiences of 50 members of the association who had recently complained about aspects of the health service.

The case histories include a man who was struck off his doctor's list after arguing with a partner who refused to visit his unconscious wife in the middle of the night; a woman whose doctor tore up a letter from the hospital and refused her necessary treatment; and a father who was refused access to medical records which he believed would have proved

that his son's kidney had to be removed because of persistent misdiagnosis and inadequate treatment.

The report says that many people seem to be deterred from making complaints because of a common belief that the procedure is heavily biased in favour of the medical profession. In the case of complaints about family doctors, the report finds, that belief is unfounded, although the complaints procedure does need improving.

In cases of complaints about hospitals, the report concludes, "there are very real reasons for the criticism of bias in favour of the professions". Patients are brought up against "a complex bureaucratic system which seems designed to confuse and intimidate" and "justice is by no means seen to be done when health authorities themselves investigate complaints against their own services".

The report recommends that information about how to make suggestions and complaints about the health service should be made more widely available and should be given to every inpatient.

It also calls for a uniform procedure for handling complaints against hospitals, and says that should provide for an independent review, particularly in the early stages.

The procedure for investigating complaints against family practitioners should be made more informal, should allow oral complaints and should give complainants the right to meet a member of the relevant committee to discuss their grievances. The report also suggests that the investigating committees should have powers to demand the release of medical records.

Treating Medical Complaints. A Which? Campaign Report (Consumers' Association, 14 Buckingham Street, London WC2; £2.50).

Paramilitary leaders campaigning to win international backing

Independence for Ulster is new UDA plan

From Christopher Walker
Belfast

Leading members of the Ulster Defence Association, the largest and best equipped of the Protestant paramilitary groups, are to launch an international campaign to win backing for a controversial plan for the creation of an independent state for Northern Ireland with a presidential-style constitution.

Some of the most influential figures in the "loyalist" paramilitary world have been involved in the preparation of the plan, officially described as the work of the New Ulster Political Research Group, a previously unknown body. The chairman is Mr Glen Barr, one of the main organizers of the 1974 Ulster workers' strike, who recently made an unpublished return to the UDA fold.

The group of eight members has been meeting regularly near the closely guarded UDA headquarters in east Belfast. It is believed that the project is receiving financial backing from inside Northern Ireland, but the sources are unknown.

In essence the plan hinges on simultaneous British withdrawal from Ulster, constitutional recognition of the new state by the Dublin Government, which would mean Dublin amending its 1937 constitution and abolishing those articles claiming jurisdiction over Northern Ireland and guarantees of external defence by an outside power, probably the United States. A Bill of Rights and new political structures would enable the Roman Catholic minority to play a part in government without institutionalizing the concept of power-sharing.

An elected president would nominate his executive and there would be a system of checks and balances in the form of an elected legislature, complete with influential committees as in the United States Congress. The British government would be asked to pay a substantial sum for the first 25 years as the price for getting out of Ireland.

Although Ulster politicians on both sides have flirted with the idea of independence, the new plan is the most comprehensive yet, incorporating papers from constitutional experts and leading economists on both sides of the border.

It has been shown to a number of foreign diplomats in an effort to attract the outside support which the paramilitary leaders see as essential. Much attention is being directed towards the United States, which Mr Barr recently visited, sponsored by the State Department.

Attempts have been made to canvas support from prominent figures in the Republic of Ireland, European politicians and both Roman Catholic and Protestant businessmen in Ulster.

But publication of the lengthy document and the launching of the independence campaign is being held back until after the next general election.

Mr Barr, a former trade union organizer, is one of the most articulate of Ulster's paramilitary leaders. Two years ago he resigned from the UDA when it refused to support the idea of a voluntary coalition

between Protestant and Roman Catholic politicians. Recently, he agreed to return to help in drawing up a political policy for the organization.

Any solution that retained the British link would ostracize Roman Catholics and the Dublin Government, Mr Barr said. Similarly, a united or federated Ireland would be repugnant to Ulster Protestants.

"The only answer appeared to be a form of independence that would achieve consensus and capitalize on the common identity of all Ulster people."

The "loyalist" leaders acknowledge the extreme difficulties of winning support for their ideas, or even gaining credibility, among Roman Catholics. "To improve their standing, they have strictly limited reprisals for Provisional IRA attacks."

Leading UDA men, including the commander, Mr Andrew Tyrre, maintain that through joint action by London and Dublin, a British withdrawal could be accomplished without the bloodbath widely predicted.

Corruption fear over new council contracts

By Christopher Warman
Local Government
Correspondent

The chances of corruption in local authority building programmes have been increased by recent changes in tendering, according to a report by the Chartered Institute of Public Finance and Accountancy.

But it advises against over-concentration on measures to counter the threat. Security risks should be carefully assessed before introducing stricter procedures that might significantly diminish the prospects of obtaining value for money.

Disquiet on the spread of corruption should not halt progress towards new contract procedures, the report says. Neither open competition nor competitive lump sum tendering have prevented corruption, it contends.

The changes include selective tendering, where the number of contractors is limited. That might lead to deliberate restriction of the firms.

Another method is negotiated tenders, where councils with improvement programmes, for example, find it inefficient to tender on each small project, but instead select a few, and then negotiate with the chosen contractor for further work.

The report emphasizes the importance of security procedures, where the number of contractors is limited. That might lead to deliberate restriction of the firms.

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More social security fraud cases

By Pat Healy
Social Services Correspondent

The number of prosecutions for social security frauds rose by 36.6 per cent last year, the annual report of the Department of Health and Social Security discloses. The conviction rate was 98 per cent, and in one case involving organized crime uncashed orders worth £382,000 were recovered.

Vigorous measures to recover compensation through the courts from people who have gained by fraud are being taken, the report says. The number of fraud specialists at the department rose by 400 between 1975 and 1977, and a new guide has been prepared for them. Priority is being given to prevention.

In the year ended February, 1978, 26,058 prosecutions for benefit fraud were brought, against 19,077 in 1976. They included 17,658 prosecutions for supplementary benefit, and 81 people were prosecuted for organized crimes against the social security system.

Only a fifth of people appealing to local national insurance tribunals against decisions involving unemployment, sickness or industrial injury benefits were successful. Disabled people fared better: medical appeal tribunals decided nearly four cases in ten in favour of the claimant.

The report also says that the number of fraud specialists at the department rose by 400 between 1975 and 1977, and a new guide has been prepared for them. Priority is being given to prevention.

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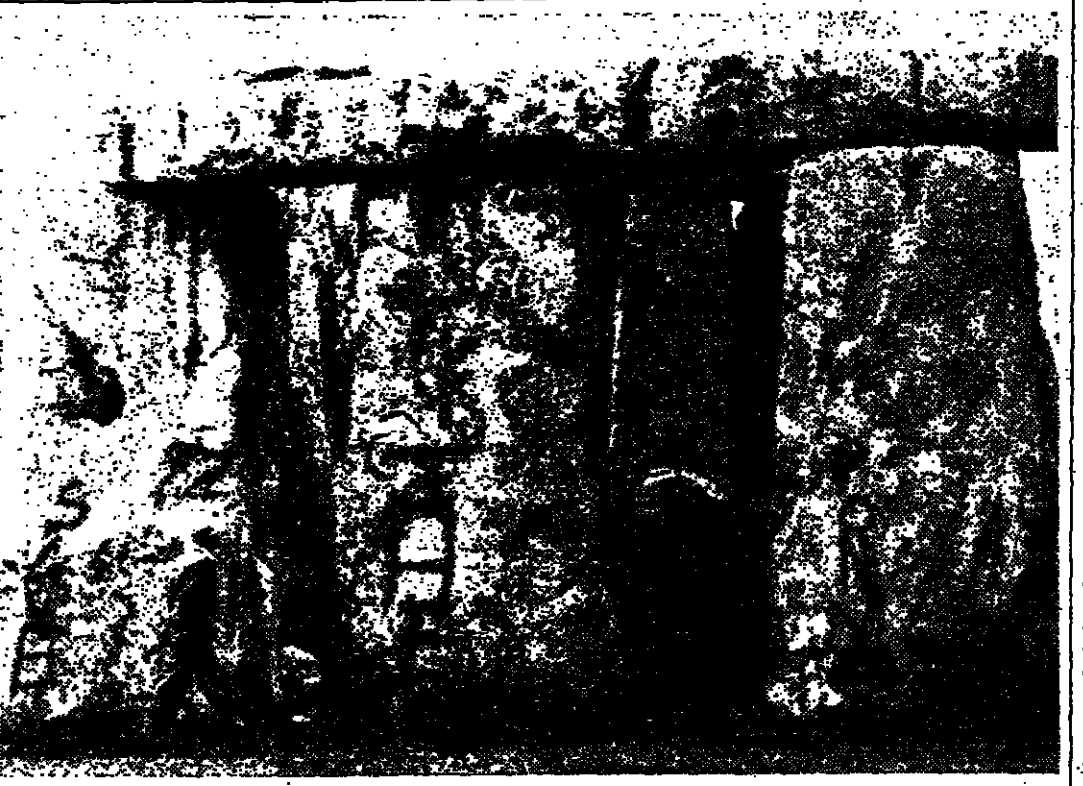
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Stonehenge daubed: Stones at Stonehenge have been daubed with red paint by vandals who broke through the tight security system armed with aerosol sprays on Wednesday night. They defaced five of the 26th outer stones and a smaller one in the inner circle.

Workers of the Department of the Environment scrubbed the stones yesterday at Stonehenge officials held an inquiry into how security had been breached. A large fence surrounding the monument is wired to an alarm which failed to sound.

The stones were sprayed with the slogan "Save The Ponies" in letters up to 2ft high. An anonymous caller to a BBC local radio station in Southampton said it had been done in protest at the killing for meat of New Forest ponies. Chief Inspector Alex Morrison said: "We are keeping an open mind. The painting may have been done as a prank."

On value for money, design and workmanship during the past 30 years had been so poor that millions of pounds were now needed to remedy defects while in some cases demolition and rebuilding were the only solution.

Standards must be improved at all levels. A Review of Building Construction Practices in Local Authorities (CIPFA, 100 Victoria Place, London SW1E 6HS, £2.25).

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STC. Helping people communicate in many ways.

Originating, developing and making optical fibre and cable to transmit messages by light is just one example of STC's innovative skills. Standard Telephones and Cables Limited has always been in the forefront of telecommunications development: providing the first Atlantic cable; developing the concept of digital communication; introducing telephone exchanges with a built-in memory.

Though STC divisions share the common background of telecommunications and electronics, each is a specialist: hydrospace, undersea cable systems; marine radio and electronics; telephone exchange switching; local, long distance and international cable and transmission systems; and advanced subscriber apparatus are some of the business areas in which STC helps people communicate.

International Communications

Many people thought that the introduction of satellites would halt the growth of undersea transmission systems. Yet in the first five years after the Early Bird satellite was launched, cable circuit miles trebled. And the growth continues. Last year saw the inauguration of a 40 million system linking Venezuela and Spain over 3240 nautical miles. Surveyed, planned, designed, manufactured, installed and commissioned entirely by STC, this system was named Columbus; and it was opened on Columbus Day - the day and date specified when the contract was signed in 1975.

And only recently another STC system, linking the Philippines and Singapore, was opened. The on-time completion of 1500 miles in 13½ months was 9 months less than that offered by the nearest competitor.

But though STC is responsible for more undersea transmission systems

than anyone else, this vast experience by no means limits our range of interest. For instance, STC helps people talk by satellite. Developed by STC for the British Post Office and world markets, suppressors will help to reduce that disconcerting voice-echo you sometimes get on international telephone calls. STC helps ship-to-shore communication too. The introduction of

a new generation of radio teleprinter equipment guarantees error-free transmission and reception. The "Microtor," working alongside a shipborne telex, will speak to its twin alongside another telex ashore. And neither will send nor receive a garbled message. No matter how great the distance, how bad the interference, whatever goes into the telex at one end is received at the other.

Defence Communications

STC is a major supplier to the Ministry of Defence, NATO and other defence agencies.

The company is playing a significant part in Plannigan, the trunk communications system for the British Army which will provide a mobile, secure network to support tactical requirements. It enables anyone from a signaller in an advanced outpost to the General Staff to communicate either over line or radio by simply picking up a handset.

For the Royal Navy, a fully electronic automatic unmanned exchange will continue to provide

communications even under the hazardous conditions of modern warfare.

And Lincompex (Linked Compressor and Expander) equipment virtually eliminates variations in transmission quality over long-distance radio links, one of the most common problems of communication in the field.

STC's 20 years' experience in hydrospace serves military as well as civil customers. The leading supplier of torpedo wire guidance links, the company's underwater electrical and electromechanical cables are used in almost every marine and underwater activity.

Business Communications

STC's associate, ITT Business Systems, specialises in voice, data and telegraph communications for business, industry and commerce.

A leading product is the Unimat 4080, a new generation private exchange, based on microprocessor technology. This provides an advanced voice communication system with additional features for modern business communications.

'Message switching' is another area in which the company is a leader - the automatic handling, storing, routing and transmission of memoranda, telex and data messages.

It has recently introduced a compact portable facsimile machine - the "Telefax". This can be used wherever there is access to a telephone to transmit and receive documents and graphics at twice the speed of traditional equipment.

It is also the major supplier of telex machines to the British Post Office, and exports them to many parts of the world.

National Communications

At the start of the telephone's second century the great switching advance is from the traditional electro-mechanical exchange, through computer controlled semi-electronic exchanges, to fully electronic exchanges, and thus from analogue to digital technology.

STC's TXE4 development was the semi-electronic system chosen by the British Post Office for the modernisation of all its medium and large exchanges. And for the future, which lies with digital systems, STC was chosen as one of the companies to work with the British Post Office towards the introduction of System X in the early 1980s.

System X is not just a development; it's a switching revolution. Conversations will be converted into a series of pulses, which will be switched by telephone exchanges without conversion back to an analogue signal, and a new digital network will be introduced.

Modern micro-circuit switches are millions of times faster and millions of times smaller than the older electro-mechanical switches, with virtually no wire between them. This complete break from the constraints of existing networks will achieve a service far more flexible, efficient and economic than today's.

STC was a natural choice to be a

partner in the consortium to work on System X. Many of the basic concepts used in System X, and comparable developments overseas, had their origins in pioneer work carried out in the 1950s and 1960s. Pulse code modulation, the basis of the digital transmission of speech, was conceived by an STC scientist as early as 1938.

But it was the invention of the transistor that made the concept practicable, and only in more recent years that developments in integrated circuit technology have enabled the full potential of digital transmission to be realised.

STC took the concept a stage further by actually installing Europe's first field trial of a high-speed digital transmission system capable of carrying 1680 simultaneous telephone conversations. Results were so outstanding that the British Post Office chose the STC system as the first stage in the implementation of a national digital network in Britain.

But this is by no means the limit of STC's lead in digital system technology. Already, as the higher capacity systems meet new demands, even as they offer more advanced facilities, STC is ahead: not only proving an understanding of the need to adapt to changing requirements, but also the capability to do so quickly.

The Future

We've talked about System X and echo-suppressors and computerised exchanges. And we could go on to international videoconferences and the 'wired city' concept and all the automated, simplified, time-saving, cost-cutting, technologies of the future. STC has many of these in hand.

But STC's innovative skills go further than business technology to concepts whose magnitude vie with the exploration of outer space. STC is a leader in hydrospace: the exploration of the two-thirds of the earth's surface

which is water. It's where tomorrow's resources lie.

Whether it is the opening of a new frontier, where STC's ability to handle complete projects is important, or the ceaseless refinement of the telephone instrument, STC's skills will lead telecommunication development.

Very simply, think of things like this: today, it's virtually certain that when you make a telephone call it will be over STC cable or equipment.

Tomorrow, we believe that STC's innovative and development skills will continue to help people communicate.

If you would like copies of this feature, we have printed it as a 6-page leaflet. If you would prefer it as a wallchart, we have produced one, size 24 x 34 inches, showing our optical fibre communications story. Write to the address below.

If you need more specific information, please contact:
Peter Earl, Director-Public Relations,
Standard Telephones and Cables Limited, Dept. 810N,
STC House, 190 Strand, London WC2R 1DU.

Standard Telephones and Cables Limited
A British Company of ITT

HOME NEWS

Labour abolishes limit on political advisers' stay without discussion

By Peter Heald

The Government has succeeded in abolishing the rule limiting to five years the stay of special advisers appointed by Ministers on a party political basis from outside the ranks of Whitehall. The change has been made without parliamentary discussion. A written reply was given to the Commons the evening before Parliament rose for the summer recess announcing the Government's intention to amend the rules and a new Civil Service Order in Council, 1978, was published in the *London Gazette* yesterday before MPs reassemble.

The issue has been sensitive, with a stream of parliamentary questions on the pay and functions of such advisers from MPs concerned about the scope of ministerial patronage. When the Prime Minister's intention to abolish the five-year bar was disclosed in *The Times* on May 31, Mr James Callaghan ordered a "leak inquiry".

The new Order in Council supersedes a previous version promulgated in 1969. First it repeals the traditional position that any person proposed for an appointment to the Civil Service or the Diplomatic Service must first receive a certificate of qualification from the Civil Service Commission.

Then the order lists a new exception in the case of appointments "such that the period for which the situation is to be held thereunder by the person appointed terminates at the end of an Administration".

Special advisers will now be able to remain in service until the government they serve is defeated at the polls. The prospect of the Labour Administration which entered office in March, 1974, surviving beyond next spring, led to the search for a way round the rule.

The three officials most closely involved were Sir John Horbach, Second Permanent Secretary at the Civil Service Department, Mr David Light, a Civil Service Commissioner instructed to set out the options, and Sir Basil Hall, the Treasury Solicitor.

Sir Basil provided the crucial legal advice that resolved the Government's impasse by stating that no difficulty need arise as the courts might take the view that special advisers, however long in post, were not permanent appointees provided they left office with an outgoing Administration.

Sir Basil's advice, as stated in the written reply of August 1, was:

"That the courts might well take the view that the Commissioners should in forming their opinion take into account the natural meaning of a 'permanent appointment' is one which may continue until the individual appointed reaches pensionable age, and that an appointment which is intended to end at a point of time well short of the completion of a career would not readily be understood to be permanent."

The Civil Service unions maintain that removal of the five-year bar represents a breach of a 1972 agreement on temporary appointments.

Tory MP calls for control of quangos by Parliament

By Our Political Staff

The Labour Government was planning more quangos (quasi-autonomous non-governmental organisations) if it wins the next general election, Mr Philip Holland, Conservative MP for Croydon, said at a press conference in London yesterday.

As joint author of the Conservative pamphlet, *The Quangos Explosion*, published in July, Mr Holland described such organisations as the most dangerous threat to democracy and an abuse of political patronage.

That threat, he said, was recognised by Mrs Margaret Thatcher and there was support in the Conservative party

for a critical look at all such bodies.

Ministers made 8,500 paid and 25,000 unpaid appointments to quangos, whose attitudes, conclusions and activities could be, and often were, pre-determined by the minister responsible.

Mr Holland said quangos spent hundreds of millions of pounds with little or no accountability. Big quangos spawned little quangos and many told people what to do and think and prosecuted them if they failed to obey.

Parliament should be given a measure of control over the activities and expenditure of quangos.

Press Ombudsman suggested to investigate complaints

By George Clark

Political Correspondent

The establishment of a press ombudsman to take over from the Press Council responsibility for investigating complaints against newspapers, was proposed yesterday in a submission to Lord Elwyn-Jones, Lord Chancellor, and Mr Merlyn Rees, Home Secretary.

Mr Jack Ashley, Labour MP for Stoke-on-Trent, South, suggested that the Government should follow the Swedish example and have an official with his own staff, a defined jurisdiction, the power to initiate complaints himself, and having undivided allegiance to the public.

Mr Ashley, who also asked for legislation in the coming session based on the Phillimore committee's report on contempt of court, to remove restrictions on the freedom of the press, said the Press Coun-

cil should retain most of its main objectives concerning the preservation of the freedom of the press, maintaining press standards and reviewing newspaper development.

How can a body like the Press Council, overloaded with journalists, be seen to be a wholly disinterested and impartial arbiter on complaints against the press?

Mr Ashley began his campaign for a change in the law of contempt when he took up the campaign against the drug manufacturers on behalf of parents of children maimed by thalidomide.

In his letter to the ministers, he said: "The first change



Grunwick history: Mr Jack Dromey (left), secretary of Brent Trades Council, and of the south-east regional council of the TUC, yesterday handed to Mr Terence McCarthy, director of the National Museum of Labour History, in London, files on the protracted Grunwick strike at Willesden, north-west London. The files, from the Grunwick strike committee and Brent Trades Council, will join documents already deposited by the Association of Professional, Executive, Clerical and Computer Staff and the Transport and General Workers' Union, the two unions involved in the strike (our Labour Staff writes). The ceremony took place in Brent Trades and Labour Hall, former headquarters of the strike committee.

'Piggeries' flats are nearer sale

From John Young

Planning Correspondent

Liverpool Housing Committee yesterday took a further decisive step towards the sale to private interests of its three notorious tall blocks of flats, collectively nicknamed "the piggeries". By 14 votes to five it agreed to refer three bids, by Ryan Properties, Ipswich, by Marquise Securities Ltd, of Kingswood, Surrey, and the North British Housing Group, of Rugby, to the council's housing sub-committee for detailed examination.

In his report to the committee, the city surveyor said there had been 40 tender bids, of which six were considered worthy of consideration.

Five of the six bidders made oral submissions to yesterday's meeting. Leaveaglow Ltd, of Millers Green, and D. Vianni Ltd, of Manchester, made only token offers of £30 each, and the latter also wanted the council to provide guarantees.

Human rights plea by small landlords

By Annabel Ferriman

The Small Landlords Association is taking the Government to the European Commission of Human Rights, alleging that British property laws discriminate against small landlords and thereby contravene the European Convention on Human Rights.

The association, which has spent the past year preparing its case, has submitted full details stating that the law contravenes six articles of the convention.

The association maintains that because landlords are compelled to work to subsidize their tenants article 4, outlawing servitude and compulsory labour is violated, while the landlord's "extremely limited" right to repossess his property violates article 8, which guarantees respect for family and home.

Article 14 is contravened because the British laws are discriminatory, it says. "The tenant may terminate the tenancy at any time with or without reason. However, the landlord may not terminate the tenancy except on authority from the county court."

out of the security of tenure bestowed by the 1974 Act on tenants of furnished accommodation and a fair responsibility of the security of tenure for tenants of unfurnished homes.

It proposes for unfurnished tenants either one year's further security for each five years of tenure or continuing security, with the Government making full redress for the financial consequences.

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The move is the latest step in a campaign by the association to get the law changed. It wants economic rents for landlords and subsidies to private tenants in need; fixed-term lettings or minimum periods of notice for new lets; a phasing

of the security of tenure bestowed by the 1974 Act on tenants of furnished accommodation and a fair responsibility of the security of tenure for tenants of unfurnished homes.

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The combined Royal Society for the Protection of Birds (RSPB) action to track oil sea birds was also progressing. The RSPB said: "The situation is a lot worse than people have been saying. There must be literally hundreds of dead birds, it is a most depressing sight."

After talks between the Welsh Office and local authorities in Dyfed, Mr John Morris, the Secretary of State for Wales, said yesterday that he would preside over a conference to share experience gained in dealing with pollution.

Technology "ignored": Mr Robert Adley, Conservative MP for Christchurch and Lymington, said yesterday that technology developed by a company in its constituency to mop oil off the sea and passed on to the Department of Industry had found its way to the United States, where a rival was using it.

Schoolgirl's murder

Robert Gemmell, of Tarbert, Strathclyde, will appear at a pleading diet at Campbelltown Sheriff Court today in connection with the murder last July of Linda White, a 15-year-old schoolgirl, of Croft Road, Edwinton, Nottinghamshire.

Prosecutor finds air rifle in court is loaded

From Our Correspondent

Dunfermline

Mr Mark Steiner, the deputy fiscal who is a gun enthusiast, accidentally discovered that a powerful air rifle, cocked and loaded had been taken into Dunfermline Sheriff Court yesterday.

Joseph Armour, Johnstone Little and Ian Paxon, all aged 17, from High Valleyfield, Fifeshire, were charged with trespassing on private ground carrying firearms, three 22 air rifles.

Mr Steiner checked the three guns and said: "I am shocked to find one of the rifles cocked with a slug in it." Sheriff Hazel Aranson asked Mr Steiner not

to point the gun in the direction of the bench.

Mr Steiner said: "I must insist that the police bring no more cocked guns into this court in the future."

Joseph Armour said: "The gun is not loaded. It has a slug in it but it cannot fire."

Mr Steiner said: "When a gun is cocked it is loaded." He fired towards the floor.

Sheriff Aranson fined Armour, of Ochilview, and Little, of Dunmarie Street, £30 each. Paxon, of Chapel Place, who also admitted carrying his gun without a cover, was fined £40. Forfeiture of the rifles was ordered.

Ex-chairman of new town loses dismissal claim

Mr James Chesshire, former chairman of Redditch New Town Corporation, has lost an action for a declaration that he was unfairly dismissed by the Secretary of State for the Environment.

A Birmingham industrial tribunal ruled yesterday that he was the "holder of an office" and thus barred from the protection of the Trade Union and Labour Relations Act.

In a reserved decision announced yesterday, Mr Richard Smith, chairman of the tribunal said they accepted the Secretary of State's argument that Mr Chesshire held an office under a statute.

Independent television, he said, was ready to start discussing those matters as soon as the BBC wished.

"Grave concern" The independent television companies, responding to the White Paper on broadcasting, said yesterday that the Government should think again about awarding the fourth television channel to an open broadcasting authority.

They said they were gravely concerned that such an authority would spend large sums of public money, for which they demanded that the Government must surely be higher priorities.

She welcomed, however, a suggestion by Sir Michael that the principle of alternating coverage might be extended beyond its present limits.

WEST EUROPE

End of year target set in Bonn to end EEC fisheries dispute

From Michael Hornsby

Bonn, Oct 19

Mr Callaghan, the Prime Minister, and Herr Helmut Schmidt, the West German Chancellor, have agreed on the need to resolve the long-running European Community fisheries dispute before the German presidency of the Community expires at the end of this year.

Speaking at a press conference after two days of German-British consultations, Mr Callaghan said that he and the Chancellor intended to inject "maximum political input" into the search for agreement. He bowed the outstanding issues could now be settled.

All of the EEC's natural resources, fish stocks alone were regarded as being the common property of all the Community, Mr Callaghan noted. However, he believed it was possible to reconcile EEC principles with the retention by Britain of some control over its fish stocks.

The dispute had inflamed British opinion against the EEC and vice-versa, he said. It was important that this cause of friction should be removed. The agreement between Mr Callaghan and Herr Schmidt reinforced the optimism expressed yesterday by Herr Josef Ertl and Mr John Silkin, the German and British Agriculture Ministers, about the chances of a solution. The in-

tenion is that this should head the blessing of the heads of government at next summit meeting in December.

In contrast to the progress made on fish, the British appears to have a more positive response from the Germans to the need for reform of Common Agricultural Policy which Mr Callaghan regards as the main cause of the intractable pattern of resource transfer with the EEC.

Herr Schmidt acknowledged the importance attached by Britain to the resources question in the context of the proposed new EEC monetary union, but he gave no indication of what could realistically be done to meet British concerns.

Copenhagen: Mr Svend J. Olsen, the Danish Fisheries Minister, last night welcomed the European Community Commission's decision to start proceedings against Britain over its unilateral measures to conserve fishing stocks. He said Denmark hoped the Commission would declare invalid British restrictions while case was before the court.

The agreement between Mr Callaghan and Herr Schmidt reinforced the optimism expressed yesterday by Herr Josef Ertl and Mr John Silkin, the German and British Agriculture Ministers, about the chances of a solution. The in-

64 arrested at Baader protest rally

From Patricia Clough

Bonn, Oct 19

Hamburg police last night arrested 64 left-wingers after an unauthorized demonstration to mark the anniversary of the suicides of the three original Baader-Meinhof terrorists in Stammheim jail.

Demonstrators distributed leaflets claiming that Andreas Baader, Gudrun Ensslin and Jan-Carl Raspe were murdered by the State. Those arrested were later released.

Apart from a memorial service for Herr Hans-Martin Schleyer, the industrialist kidnapped and murdered by terrorists, the demonstration was the only reminder of the event.

West German anti-terrorist commandos rescued 86 hostages from a Lufthansa airliner hijacked to Paris last week by Herr Schleyer's captors. The 11 terrorists were freed from jail. A few hours later the three terrorists were found dead in their cells, and two days afterwards Herr Schleyer's body was found in France.

West German police believed the terrorists were planning a new onslaught this autumn, possibly on the anniversary itself, but the killing of one terrorist by police, and arrests of others and the discovery of two important hideouts may have upset their plans.

Nato calls on Russia to check nuclear build-up

Brussels, Oct 19.—Nato defence ministers today urged the Soviet Union to halt its build-up with its nuclear forces threatening Europe. The organization's nuclear planning group noted growing Soviet nuclear capabilities, particularly in intercontinental and battlefield missiles.

The two-day meeting came after President Carter's decision to modify some missiles for neutron warheads.

The ministers, who were briefed by Mr Harold Brown, the United States Defence Secretary, on the recent Strategic Arms Limitation Talks (SALT), said they welcomed progress in the negotiations.

The meeting discussed the implications for Europe of the SALT 2 agreement expected soon and the prospects for a possible third SALT round, informed sources said.

Future SALT 3 negotiations would involve the "grey area" weaponry, arms outside the scope of the present talks which include the multiple-head medium-range Soviet SS 20, which is capable of hitting any target in Europe, and the new Backfire bomber.

The problem for the Western alliance, if third SALT round takes place, is that it has little to offer in return.

Right-wing impatience as Suárez party seeks unity

From Harry Debelius

Madrid, Oct 19

Señor Adolfo Suárez, the Spanish Prime Minister, got a standing ovation here today at the start of the first national congress of his party, the Centre Democratic Union (UCD), when he said: "The Spanish people have taken part in a political change which is without precedent in history."

Outside the well-guarded Congress Palace, however, it was clear that the change is far from complete.

Writing in the Madrid monarchist newspaper *ABC*, the first Foreign Minister of the post-Franco era, Señor José María de Areizola, gave a warning that conservative elements were becoming impatient about the apparent inability of Señor Suárez's Government to solve pressing problems, including the mounting tide of terrorism. When the patience of "certain Spaniards" ran out, he said, "the game will be over".

As if to emphasize his warning, advertisements in Madrid boasted, without exaggeration, of the growing circulation of the newspaper *El Alcázar*, a voice of the far right.

The three-day UCD congress is likely to concentrate on the more conservative elements and Christian Democrats, other, led by Señor Suárez, made up of progressive elements.

There is little doubt that the Suárez faction will win a victory at the congress will reflect its support for the Prime Minister.

Several foreign conservative and Christian Democratic leaders were scheduled to address the congress. Mrs Margaret Thatcher, leader of opposition, is due to speak Saturday. She will arrive today for meetings with King Juan Carlos and Señor Suárez.

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(See page 2)

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WEST EUROPE

Prince's helicopter defeats snow

Giscard greeted by feudal subjects

Murray
Oct 19
Charlemagne before President Giscard d'Estaing in the snow today. Unlike him, he had a helicopter to get him out of trouble. Giscard had to make do with his own feet, though the rugged mountains, a fact for which he is grateful that he is not a feudal subject, are the heart of the snow. To this day the President's first snow peaks round them is the heart of Charlemagne's empire. The people were not until the people were given freedom by being subjects of both the King and the Spanish of Urgel, who were o-Prince. The people of the six in the heart of the snow. They were to have a happy arrangement that when such Revolution freed on their feudal obliga- tions successfully peri- pation to become his again. The claim 700 years of and so it was that Giscard d'Estaing see his subjects in their a fastness today for the snow. The snow and ice had over the main pass were so thick that to board a helicopter his appointment with Prince, the Bishop of Mer Juan Marti Alaris, first meeting of the co- in Andorra in 700 years an eagerly awaited by who had been Presi- d been unable to turn the actual anniversary of the agreement on Sep- 6. This was forgotten however, in a welter of gold and gold bunting as the closed their shops, put on their best turned out to welcome the snow on the in passes from France.

Vance assurance on American money for WHO

From Our Correspondent
Geneva, Oct 19
Mr Cyrus Vance, the American Secretary of State, called at the World Health Organization (WHO) here today and gave Dr Halfdan Mahler, the Director-General, an assurance that the Carter Administration would stand by its full commitment to the organization. His expression of confidence was made necessary by Congress passing legislation that precludes American allocation to the United Nations and its specialized agencies being used for technical assistance, which accounts for 60 per cent of the WHO budget. Mr Vance assured Dr Mahler the proviso would be eliminated. The American contribution to WHO is 25 per cent of the budget.

Giscard remarks will not affect his personal plans

Charles Hargrove
Oct 19
The uproar provoked in Paris, the press, and public by M de Guiringaud's remark on Lebanon last week paradoxically, have no im- on his personal future. before the incident, there persistent reports that he leave the Foreign try before the end of the and be replaced by M Francois-Poncet, the Secy-General of the Presi- of the Republic. is timetable will most ily be respected. M de Guiringaud, President e Foreign Affairs Commi- pointed out yesterday that could be difficult for his n Minister to give up his immediately without the impression of a mental change in ce's Arab policy. is not at all the case, orting to reliable sources, ident Giscard d'Estaing not disagree with the sub- of the Foreign Minis- condemnation of the Syrian militia or his warn- that neither France nor United Nations would in- on their behalf against a. But he questions their a and timing. his was clear from the fully balanced statement of Raymond Barre, the Prime ster, to the National ously yesterday: "In the edly afflicting Lebanon, it is important is not to, even less to condemn, n if it is sometimes nec- y to recall that emotion and upathy must not lead to par- ty." The Foreign Minister, he im- had offended against the

OVERSEAS

US minister in Greece for talks on improving relations

From Mario Modiano
Athens, Oct 19
The United States Govern- ment embarked today on an attempt to improve its rela- tions with Greece. These have been affected by years of smouldering anti-Americanism, the product of miscalculations by one side and misunder- standings on the other. Mr Warren Christopher, the United States Deputy Secretary of State, arrived in Athens today at President Carter's request. He was discussing tonight with Mr Constantine Karamanlis, the Prime Minister, the whole spectrum of United States-Greek relations. Greek resentment against the United States, which has been deftly cultivated by the Greek left, dates back to the 1967 military coup. Washing- ton's friendly relations with the junta and the subsequent Cyprus debacle. Most Greeks seem convinced that the United States Government has a pro-Turkish bias. The recent lifting of the American arms embargo on Turkey has helped to consolidate this belief. Mr Christopher said on arrival that the purpose of his visit was "to strengthen and deepen" the long relationship between the two countries. He hoped that his visit would help to "enhance the ways in which we can work together to find just and reasonable and wise solutions to the problems of the world that we jointly face." The United States was looking forward to working with Greece on the problems of the eastern Medi- terranean. The Greek leaders will certainly want to know how Presi- dent Carter proposes to honour his recent pledge that the lift- ing of the arms embargo will make it easier to resolve the Cyprus question and the Greek-Turkish problems. Nearly two months after the lifting of the ban Turkey still refuses to budge. One way would be by induc- ing Turkey to lift its objec- tions to the military reintegration of Greece into Nato under a special arrangement. Turkey is willing to trade its consent for a share of operational jurisdiction in the Aegean which had been in Greek hands. The Greeks refuse. Another safeguard would be for the Carter Administration to respect its pledge to main- tain the balance of forces be- tween Greece and Turkey by granting them equal treatment in arms supplies. The Greeks will want to know what financial commit- ment the United States will assume towards Turkey in exchange for the use of its bases, before seeking to con- clude a comparable agreement on American bases in Greece. Mr Christopher plans to dis- cuss tomorrow joint economic, technological and cultural pro- grammes. There are sugges- tions of United States assist- ance for industrial develop- ment in the Greek islands, closer cultural exchanges, and cooperation in pollution con- trol.

Junta nominee likely to be Mayor of Piraeus

From Our Own Correspondent
Athens, Oct 19
Many Greeks are outraged at the prospect that on Sunday Piraeus, the port city of the film *Never on Sunday*, may elect as its Mayor, Mr Aristidis Skylitsis—the man the military junta nominated to this post in 1967. The full implications of this prospect dawned on Greek politicians after last Sunday's first round, when Mr Skylitsis, despite a low-profile campaign which invalidated some 3,300 ballot papers for "insufficient reasons", Mr Skylitsis, who is 70, said he needed 1,500 more votes for the absolute majority that would have secured his election in the first round. Many people in Piraeus sup- port Mr Skylitsis despite his dic- tatorial background because he gave their city a new and cleaner look. They insist that Piraeus, once a dirty, neglected city, was given an impressive face-lift by Mr Skylitsis even if plastics played a dominant role in this drastic refurbishing—down to the prefabricated grass lawns in children's parks. The possibility that next Sun- day's vote may become a vindica- tion of the junta's choice has provoked an uproar and appeals to the people of Piraeus to repeat and think of the consequences. Mr Panayotis Kanellopoulos, a highly respected former Prime Minister who was victimized during the dictatorship, warned Piraeus voters that the election of Mr Skylitsis would be tanta-

mount to contempt of the sacri- fices of those who resisted the junta, and an encouragement to aspiring future dictators. The outcry over Piraeus tends to overshadow the politically more important mayoral elec- tion of Athens, where the Com- munist Party has decided to sup- port Mr Dimitrios Beis, the candidate supported by all the opposition parties. In Sunday's run off Mr Beis, who polled 40.6 per cent of the vote, will com- pete against the Conservative candidate, Mr George Pylas, who came first with 42.2 per cent. Mr Beis can now count on most of the 16.3 per cent of the votes that last Sunday went to the eliminated Communist candi- date, Mr Mikis Theodorakis, the composer.

Miss Bhutto challenges the validity of her arrest

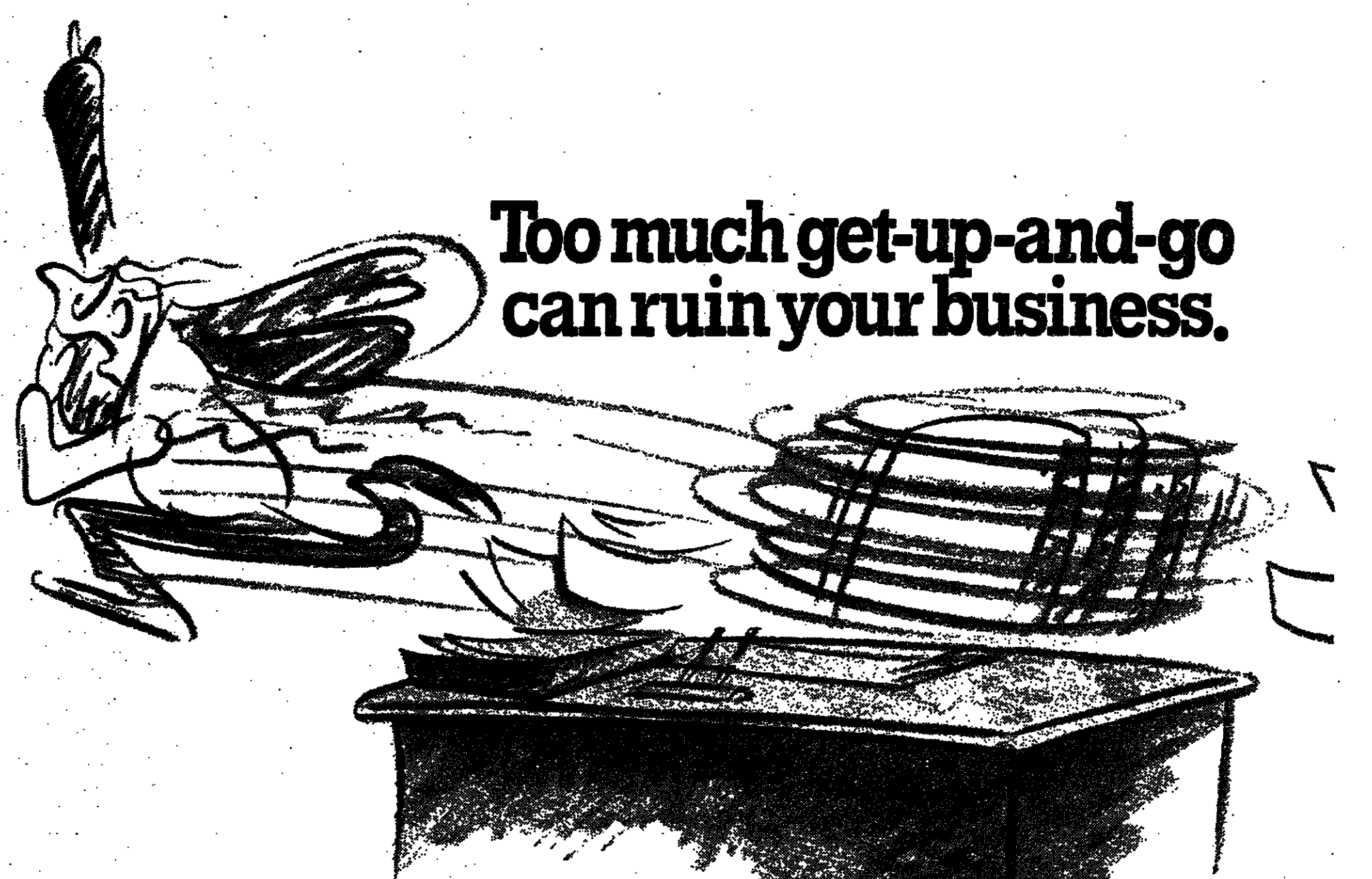
From Our Correspondent
Islamabad, Oct 19
Miss Benazir Bhutto, who has been detained in her house in Islamabad since October 4, has written to the Home Secretary in the Punjab Government, Challenging the validity of her arrest. She denied that speeches she made last month created a situation in which private and government property was damaged, and alleged that she was arrested as part of the Government's "Operation Sweep IV" launched against the Pakistan Peoples Party because of the appeal by her father, the former Prime Minister against his death sentence. The appeal is approaching its conclusion in the Supreme Court. Miss Bhutto has also questioned the constitutional authority of General Sawar Khan, the Governor of Punjab, to issue her three-month detention order. Miss Bhutto's petition complained against what she called "the most cruel and in- human" treatment being meted out in Rawalpindi jail to her father, who, she said, was responsible for bringing back Pakistani prisoners of war from India after the defeat in the 1971 war. According to a Lahore report the High Court has reserved judgment on a petition of Begum Usmat Bhutto, wife of the former Prime Minister, against her house arrest, under which she has been living since early this year.

Afghans adopt red flag as nation emblem

Islamabad, Oct 19—Afghani- stan today adopted the red flag as its new national emblem during a mass demonstration in front of the People's Palace (formerly the Royal Palace) in central Kabul. President Tarakki made a speech at the ceremony broad- cast over Kabul radio and monitored in Islamabad prom- ising land reform and a five-year economic plan. The President assured the mostly peasant population that private ownership of land would not be abolished, but that sur- plus land belonging to the rich would be redistributed. He repeated that his Government had declared a "holy war" against the extremist Muslim Arkwami sect.—Agence France Presse.

Avalanche in Himalayas kills climber

Katmandu, Oct 19.—A Polish mountaineer has been killed by an avalanche in the Nepalese Himalayas, bringing the death toll in the mountains this autumn to seven. Andrzej Mlynarczyk, who was 30, an electronics engineer from Zgierz, was hit by the avalanche on October 5 while sleep- ing in a tent at the base camp of a Polish expedition to the 7,805ft Mount Makalu, the Nepalese Ministry of Tourism said. The other 18 members of the expedition were safe. The Polish expedition is re- ported to have reached 20,341ft, where they pitched their second high-altitude camp. Six Jap- anese were killed last month by avalanches on Peak 29 and Dhaulagiri 1.—Reuters.



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OVERSEAS

Namibia poll will go ahead but West pleased by compromise

From Nicholas Ashford
Pretoria, Oct. 19

Discussions about a United Nations-supervised election in Namibia (South-west Africa) are to be resumed as soon as possible, but South Africa still intends to go ahead with its plans to hold unilateral elections in the territory this December. This was the main outcome of the three-day summit meeting in Pretoria today between the five Western powers and the South African Government.

A smiling Mr. Pieter Botha, the South African Prime Minister, clearly delighted with his Government's achievements in the talks with the Western powers, told a press conference today that the December election should be seen as "an internal process to elect leaders". South Africa thereafter would use its best efforts to persuade these leaders to "consider ways of achieving international recognition" through the good offices of Mr. Martin Ahtisaari, the United Nations special representative, and the territory's Administrator, General.

Reading from a joint statement approved by the five Western nations (Britain, the United States, France, West Germany and Canada) and South Africa, Mr. Botha said that the South African Government would now be called upon to resume their discussions within the framework of Security Council resolution 435.

This resolution endorsed the

settlement plan for Namibia drawn up by Dr. Kurt Waldheim, the United Nations Secretary-General, calling for a United Nations-controlled ceasefire between South Africa and the south-west African people's Organisation (SWAPO), to be followed by elections next year supervised by the United Nations.

In a separate statement the South African Government said that there would be no reduction of South African troops in Namibia until there was "a complete and comprehensive cessation of hostilities".

In reply the five Western nations issued a separate statement, arguing that no party could be allowed to delay indefinitely the holding of United Nations-supervised elections.

The Western powers made it clear that they saw no way of reconciling the December elections with the United Nations



Mr. Botha, the South African Prime Minister, announcing the plan for elections in Namibia.

settlement plan. Therefore they would regard the outcome of such elections as being null and void.

The key question to be answered now is whether the agreement reached in Pretoria will be sufficiently acceptable to the United Nations. For the Western powers to ward off demands in the Security Council for sanctions against South Africa next week.

In a key response to questions Mr. Pieter Botha made it clear that South Africa would accept a SWAPO government in

Windhoek if it was freely elected. This is the first time any South African leader has made such a statement.

Patricia Clough writes from Bonn: Dr. Owen, the Foreign Secretary, and Dr. Hans-Dietrich Genscher, the West German Foreign Minister, flew in from Pretoria early this morning to report to Mr. Callaghan, the Prime Minister, and Herr Helmut Schmidt, the West German Chancellor, who were ending two-day consultations here.

Leading article, page 17

S Africans mark anniversary of detentions

From Eric Marsden
Johannesburg, Oct. 19

Services were being held in cities and black townships throughout South Africa today to mark the anniversary of last year's security drive in which 18 "black" consciousness organisations and 50 black leaders and supporters were detained or placed under restriction.

Most of the detainees had been released but 21, including six black journalists, are still being held. Mr. Pieter Botha, who was editor of the black daily *The World* until October 19, last year, when it was banned and he was arrested, said the main speaker at a service in Soweto. He was released after five months in detention and is now editor of the *Post* in Johannesburg.

Mr. Botha told me yesterday that he still does not understand why he was detained and his newspaper banned. He still works in his old office and hopes *The World* will eventually be allowed to resume publication.

There is no indication that the Government intends to ban any of the organisations against which it took action last October. The liquidator appointed to dispose of their assets has disclosed that he has almost completed his task. About £300,000 is involved after payment of about £150,000 in claims by creditors.

Among the organisations banned was the Christian Institute. Its director, Dr. C. F. Beyers, was placed under a five-year restriction order. He is forbidden to meet more than one person at a time and was refused permission this week to travel to Stockholm to receive a £3,000 award from the Swedish Free Church "for his contribution to reconciliation and development in South Africa".

One of those put under a banning order last October, Mr. Donald Woods, former editor of the *Daily Dispatch* of East London, has since fled the country. One or two others have left with the permission of the authorities.

There are now 78 people detained under the Terrorism Act and 115 under banning orders. More than 50 security trials are pending and 71 state witnesses in these trials are being held in protective custody.

Press strike ends

Wellington, Oct. 19.—New Zealand journalists, who have been on strike for 11 days over a claim for back pay, are expected to return to work on Saturday. Union officials said today. An inquiry would be held into the dispute.

Uganda exile says Briton installed torture equipment

By Peter Stafford

Robert Scanlon, a Ugandan citizen of British origin who was arrested by the Ugandan Government to buy and install electrical equipment for torture, was released in London yesterday.

Mr. Christopher Twesigye, secretary of the Uganda Human Rights Committee, based in London, told a press conference called by Amnesty International that Mr. Scanlon, a technician, had been close to President Amin at one time. He had bought the electrical equipment in Britain and had it sent to Uganda where he adapted and installed it.

Mr. Scanlon was arrested in June 1977, and later reported to have been hanged to death in September 1977. His case was taken up by the Foreign Office.

A spokesman said yesterday that they had knowledge of any activities of the sort described, involving Mr. Scanlon. Mr. Twesigye is a former member of the Uganda foreign service who left Uganda two years ago. He said yesterday that the Uganda Human Rights Committee had about 500 members, mainly former students and professional people, of whom about 350 were now living in Britain.

It was reported at the press conference that torture, killings and arbitrary arrest were still continuing in Uganda. Mr. Twesigye called for increased international pressure to halt the violence.

The Ugandan Government had repeatedly ignored expressions of international concern and appeals on behalf of political prisoners, Amnesty said. No steps had been taken to improve the human rights situation, and internal investigations that had

been ordered into particular cases had been totally ineffective.

But there were signs that President Amin's sensitive response to criticism directed at him personally, if only by his announcement of a "Uganda Human Rights Committee" and his declaration that 1978 would be a year of "peace and reconciliation", might lead to a more realistic approach to this sensitivity.

Amnesty's report, which was released in Britain yesterday, had previously been submitted to a subcommittee of the United States Senate's foreign relations committee last June. It paints a grim picture of the situation in Uganda and concludes that without more international pressure, human rights violations could continue on the same scale for a long time.

Since President Amin has come to power, widespread arbitrary arrest, detention without trial, torture and large scale killings by the security forces had not been isolated occurrences but regular and systematic practices, condoned or encouraged by the Government. The rule of law had been destroyed.

There were no long-term political prisoners in Uganda, Amnesty officials said, because prisoners of this sort were usually tortured and killed, or sent to a few camps in the interior, generally after being tortured. They estimated that altogether 100,000 prisoners of this sort had been killed.

The report lists the places where torture and killings take place, including army barracks and the headquarters of the Bureau of State Research, the state intelligence agency, at Nakasero, near Kampala.

Korchnoi snubs victory ceremony for Karpov

By Peter Stafford

Baguio, Philippines, Oct. 19.—Viktor Korchnoi, the defeated world chess champion, today carried out his promised boycott of the victory ceremony for the champion, Anatoly Karpov of the Soviet Union. But yet another unfortunate delayed his departure when his manager fell down the stairs of their hotel as they were leaving.

Mrs. Petra Leseur had to be treated for shock and a sprained back.

Korchnoi, aged 47, a defector from the Soviet Union, protested that he was subjected to disturbances originating with a Russian parapsychologist who stared at him throughout the record 92-day contest. He refused to sign the scoresheets and said the result was not valid although he had earlier verbally conceded defeat.

Karpov, aged 27, retained his world title by six wins to five. Korchnoi resigned in the thirty-second game.

Oil sanctions tribunal 'would be useless'

By Edward Moximer

A tribunal of inquiry to follow up the Bingham report on the breaking of oil sanctions against Rhodesia would be "a waste of time, energy and resources", according to Lord Blake, Provost of the Queen's College, Oxford, and author of *A History of Rhodesia* (1977).

Lord Blake told a meeting yesterday at the Royal Institute of International Affairs that he did not believe a tribunal would succeed in distributing responsibility for the deception over oil sanctions among different members of the Cabinet.

He was also against a Parliamentary select committee, since

this would either divide on party lines or indulge in an "inter-party cover-up". The best thing, he thought, was to have a full-scale debate in both Houses of Parliament, and he hoped the matter would rest there.

The arrangements by Shell and BP which the report revealed had not, in fact, affected the situation in Rhodesia at all. It was clear that by about mid-1967 the British Government knew that oil sanctions against Rhodesia could not be effective unless Lourenco, Margues and South Africa were blockaded as well. "The British Government were not prepared to do this,

and I think they were right." The real mistake was not to have admitted this at the time because "humbug usually gets found out sooner or later".

Lord Blake, Conservative, also criticised his own party for "keeping the whole exercise farce going" after they came into office in 1970. "Lacking the courage of their own convictions, they failed to withdraw the Reina patrol and bring the whole farce to an end," he said. The patrol cost £200 million a year and was "not only useless but known by the British Government to be useless" since it did not stop Rhodesia from obtaining her oil requirements.

Fukuda rival asked about Lockheed

By Peter Stafford

Tokyo, October 19.—Mr. Yasuhiro Nakasone, the chairman of the ruling Liberal Democratic Party, was summoned by opposition parties to answer questions in the Japanese Diet today about allegations in connection with the Lockheed bribery scandal.

Mr. Nakasone, who is 60, is a candidate in the forthcoming election for president of the party, and thus a rival of Mr. Takeo Fukuda, the Prime Minister.

An official of the Justice Ministry's Criminal Affairs Bureau said that depositions

submitted to a Tokyo district court contained five references to Mr. Nakasone.

Mr. Carl Kuchian, former vice-chairman of the American Lockheed Aircraft Corporation, implied in his deposition that Mr. Nakasone had successfully used his influence over the purchase of Lockheed TriStars by All-Nippon Airways, the official airline of Japan.

Mr. Nakasone immediately denied the allegations. "I have nothing to do with the Lockheed affair, as I testified under oath at a meeting of the Lower House committee in

April last year," he said. Three groups, including Mr. Kakuei Tanaka, the former Prime Minister, are on trial on charges connected with the Lockheed scandal.

Public opinion surveys so far put Mr. Fukuda well ahead of Mr. Nakasone and other candidates in next month's election. Political sources did not expect this latest development to have much effect on the outcome.

The president of the Liberal Democratic Party, which has a majority in the Diet, automatically becomes Prime Minister. —Reuter.

Laker attack on minister over flight ban

Canberra, Oct. 19.—Sir Freddie Laker accused Mr. Peter Nixon, the Australian Minister of Transport, of hypocrisy and distortion today over another step toward a confrontation today when the Government banned Sunday's planned meeting of Chinese guilds and educational groups to discuss the official rejection of a Chinese-language university.

The organisers were told that it was banned because of the dangers it posed for public order and security. The ban followed a threat by the young wing of the United Malays National Organisation (UMNO), the 10-party coalition led by Datu Hussein Onn, the Prime Minister, to hold a counter-demonstration.

It is the height of hypocrisy, for not only are we discriminating and would not serve the best interests of the Australian people.

Laker Airways would be delighted to serve other cities, he went on.—Reuter.

73 tanker deaths

Singapore, Oct. 19.—Two more people injured in an explosion and fire on-board the Liberian tanker *Spyros* have died, bringing the death toll to 73, officials said today.

Ban on meeting increases Malaysian racial friction

From Our Correspondent

Kuala Lumpur, Oct. 19.—The Chinese and Malay communities in Malaysia moved another step toward a confrontation today when the Government banned Sunday's planned meeting of Chinese guilds and educational groups to discuss the official rejection of a Chinese-language university.

The organisers were told that it was banned because of the dangers it posed for public order and security. The ban followed a threat by the young wing of the United Malays National Organisation (UMNO), the 10-party coalition led by Datu Hussein Onn, the Prime Minister, to hold a counter-demonstration.

Bangkok streets flooded

From Our Correspondent

Bangkok, Oct. 19

The floods feared by Bangkok for the past fortnight arrived today when the Chao Phraya river overflowed its banks at several points and inundated some streets to a depth of 2 ft. Ten main city roads were closed to traffic and many cars broke down in 50 other streets. Few people in the inner city,

however had to leave their homes as a system of dykes, pumps and embankments has turned it into an island surrounded by flood waters.

Up to eight miles from the centre of Bangkok, however, most people have to move by boat. The flooding is expected to continue as heavy flood waters reach the city from the north-east and combine with unusually high sea tides.

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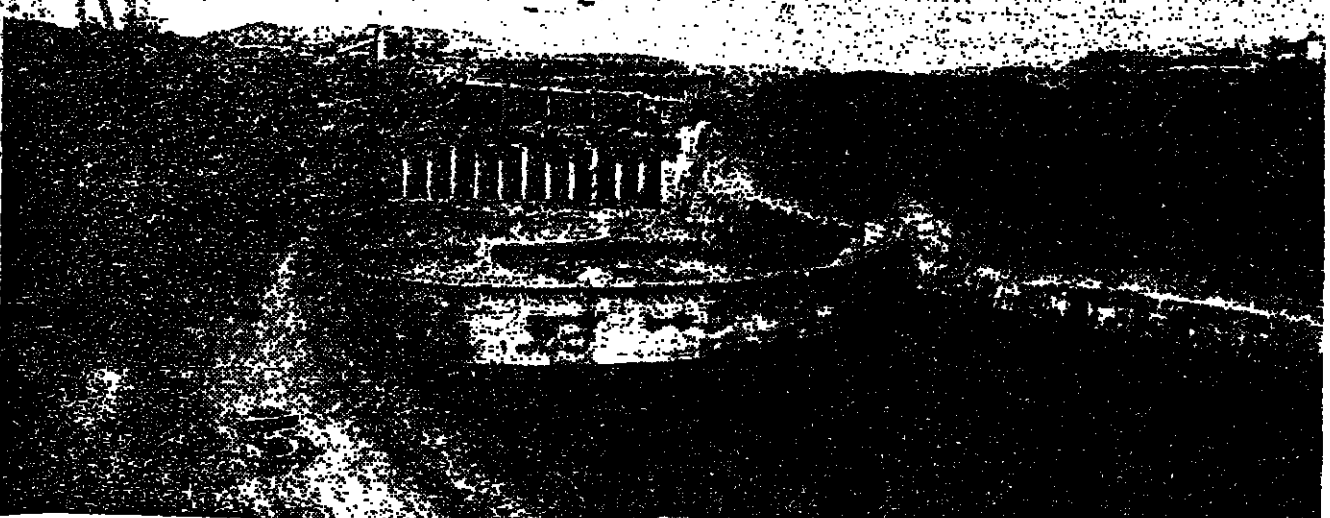
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Don't forget to Book in Advance.

1978 Motor Show, National Exhibition Centre, Birmingham. 20-29 October 1978.

ERSEAS



dal energy: The Itaipu dam com- at Fox do Iguacu, Brazil, which is a undergo important alterations. President Joao Baptista tredo of Brazil and President do Stroessner of Paraguay will

explode 58 tons of dynamite to change the course of the River Parana which runs between the two countries. The river will be turned into the diversion channel, which completes the first phase of the world's largest dam. By

1982 civil works on the dam will be complete and seven years later it will be in full turbine operation with a capacity 12.6 million kilowatts. It is costing an estimated \$3,500m (£4,250m). The two countries will share the cost—and the electricity.

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York, Oct 19.—Efforts d the 10-week newspaper met more setbacks yes- with the union accusing publishers of going back t of one agreement and both sides rejecting a 10-work proposal. William J. Kennedy, the of the Pressmen's Union ke against The New York and The Daily News, said n Monday the News had pted 150 pressmen at its point rotoreture plant the overall guarantee of agreed last Thursday. That e, he said, undermined all arguing and meant that there was no agreement on em. Gregory L. Thornton, the director of employee ons, said the Newsprint ion had always been and a separate issue and the guarantees there were for the life of the plant. : return-to-work proposal ed submitting a number ued issues to a fact find- ovigation which would ing on both sides. Theo- W. Kheel, a labour law- described it as a short cut- ting the pressmen and others laid off back to late in the day he said d withdrawn the idea be- both sides preferred to ne trying to negotiate all eads a final settlement. York Times News Service.

US mid-term elections

Illinois race to promise tax cuts

From Patrick Brogan Chicago, Oct 19

The candidate for senator was getting into his stride. He was denouncing the sitting senator for profligacy with public money, for supporting high taxes and budget deficits, for being soft on the Russians, for wasting public money on welfare. He extolled the free enterprise system, wanted to hand over the postal service to private firms and advocated massive tax cuts as the solution to every problem. He is Mr. Alton S. Percy, the Democratic candidate for the Senate in Illinois, opposing Senator Charles Percy, the sitting Republican. Like some other Democrats across the country, Mr. S. Percy sounds more Republican than Barry Goldwater. His audience like his arguments if they do not particularly like the man. For 50 years it has been a general rule that Republicans wanted to balance the budget and Democrats wanted to increase government spending, using budget deficits to stimulate the economy and national income. All that is changed now. The race this year is to whoever can promise to cut taxes most, whoever sounds most sincere in his professions of determination to balance the budget and control welfare spending. In many states candidates could swap party labels and continue to attack each other without changing a word of their election addresses. In Illinois, Mr. S. Percy is

attacking Senator Percy on the right. He stands little chance of beating Mr. Percy, who is still very popular in the state. Mr. S. Percy's only hope is that the voters have tired of Mr. Percy. After all, in 1976 practically every senator from either party who ran for reelection against a serious opponent lost. The Senate is a high-risk occupation, and perhaps lightning will strike in Illinois. There are few signs of it now and Mr. S. Percy sounds rather desperate. In a public debate in a suburb of Chicago this week Senator Percy had little difficulty in sending off his challenger. He looked older than his 59 years, and tired, but he did not grin like a clown into the television camera as did Mr. S. Percy, who evidently believes that his teeth are a political asset. The occasion was a debate organized by the League of Women Voters, an important non-party organization whose specialty is providing platforms for candidates during elections. It was given the task of organizing the debates between Mr. Carter and President Ford in 1976. Mr. S. Percy was the would-be challenger trying to stir up his audience against Mr. Percy, who played the calm, rather peevish public servant. Since Illinois elections are won in the suburbs, these are sensible tactics. Mr. S. Percy is not helped by his inability to explain his politics lucidly. He tries to make a complicated tax-reform package but is incapable of making

it sound either comprehensible or desirable. Senator Percy leaves him to flounder and bluster, while making his own appeal directly to the audience. The only time he took fire was when the two candidates were asked whether they would support the Equal Rights Amendment (ERA) which would give women the same rights as men in the armed forces in the same capacities as men in the event of war. Mr. S. Percy testified, saying that it all depended and that the courts ought to decide. Mr. Percy bleated up, saying that of course women would serve on equal terms, that equal rights meant equal responsibilities, that since for the goose was sauce for the gander and that he supported ERA and all its consequences. He was cheered to the echo by the mostly female audience. Mr. S. Percy testily and stupidly asked the chairman whether the rules had been changed: the audience was not meant to applaud in these debates. She announced that the audience should not applaud and Senator Percy remarked magnanimously: "If you want to applaud my opponent, feel free to do so at any time." Mr. S. Percy's grand strategy was sound, however. This is the year to advocate tax cuts, and these numerous Democrats who have changed their tunes accordingly are doing very well. Mr. Percy, as a long-established liberal, is lucky in his opponent: a better candidate, using the same arguments, would have stood a good chance of beating him.

FOREIGN REPORT

Equal rights for US women

Fear of failure grows as 15 states refuse ratification

When the United States Congress recommended in 1972 the approval of the Equal Rights Amendment (ERA), its prospects seemed excellent. Opinion polls showed that most Americans supported the proposed amendment to the Constitution, which is designed to prevent discrimination on grounds of sex. Most people assumed, with good reason, that the amendment would be duly ratified by 38 states within seven years, and be part of the Constitution by March, 1979. Nobody predicted that Congress would have to extend the ratification deadline by three and a quarter years—as it has just done—in a desperate and controversial attempt to save ERA from failure. The amendment was welcomed as the route to social justice. It provided, for the first time, a categorical and clear-cut legal basis from which to fight sex discrimination. It stated that "equality of rights under law shall not be denied or abridged by the United States or by any state on account of sex" constituted a real breakthrough. Until then, victims of sex discrimination (mainly women) had no obvious grounds of appeal. The courts did not consider the 14th Amendment, which affirms all persons "equality, applicable. Congress recognized that the American Constitution, so famous for stating that "all men are created equal", had left out women.

While there has been some progress towards the goal of equal rights and responsibilities for men and women in recent years, there is overwhelming evidence that persistent patterns of sex discrimination permeate our social, cultural and economic life", the Senate reported. The amendment was immediately ratified by 22 states in 1972; by eight in 1973. But then enthusiasm waned. State legislatures, mostly in the South, consistently failed by narrow margins to pass the amendment. ERA could have been part of the Constitution last year had nine men in three states not voted against it. The emergence of an organized opposition movement partly explains the loss of momentum. But it was also caused by confusion and uncertainty about the impact of ERA. The amendment is a statement of principle, but not a spell of magic. These are left for the courts to decide as lawsuits arise and for Congress to enforce by appropriate legislation. Some speculation about ERA has been comic or absurd. Many Americans seriously believe that it will do terrible things to their society. They fear that it will break down sex distinctions and destroy the family. Men will stop supporting their wives and children. Women will be torn from their offspring and sent to war. Public lavatories will be unisex. There will be homosexual marriage and abortion on demand. The federal government will control the states. In fact ERA would lead to no such horrors, as can be seen very easily by looking at the 16 states which have passed their own versions of the amendment. Under ERA the law will still recognize distinctions between the sexes. It will simply require that the law treat both sexes equally. Laws which currently apply to one sex only will either be extended to the other or abolished. All the existing

inequities in alimony, child support and custody would be eliminated, for example. Women would serve on juries and in the armed forces under the same conditions as men. Restrictions on married women's property rights would be lifted. Social security benefits, government pensions and retirement plans would be equalized. The amendment would also abolish paternalistic state "protective" labour laws which stop women working as long hours as men and at the same jobs. In education and employment, ERA would affect only the public sector. (Thus single sex schools could be maintained by private institutions but not by state or local governments.) The complexity of ERA has been exploited with great success by a well-organized and financed conservative opposition movement. Disparate political and religious groups including the Mormons, the John Birch Society and the Communist Party have campaigned against the amendment. At the head of the opposition stands Mrs. Phyllis Schlafly, a Republican and mother of six. She calls ERA a great fraud. She believes that federal legislation such as the Equal Employment Opportunity Act and the Civil Rights Act of 1972 and the Equal Credit Act of 1974 have ended sex discrimination: ERA would only deprive women of many rights they now enjoy and give the federal government more power. What will happen to ERA? It still enjoys majority support. A national poll taken earlier this year showed that 51 per cent of Americans supported the amendment and 34 per cent opposed it. Shortly before adjourning this month, Congress bowed to the women's

lobby and voted—in an unprecedented move—to extend the seven-year limit. For only 35 states have ratified the amendment and it was extremely unlikely that three more would do so by next March. However, the extension does not necessarily guarantee ERA a place in the Constitution. Its opponents are challenging the legality of the extension and want states to be able to rescind. They predict that the 15 unrattified states will continue to spurn the amendment. Whatever the eventual fate of ERA, it has clearly been a disaster for the Women's Movement in the United States. It has wasted a lot of time and diverted energy away from other issues. Ever since 1974, when the threat to ERA became apparent, women have devoted all their efforts to lobbying state legislatures and organizing an economic boycott of unrattified states. They have not concentrated on specific legislation, such as getting women into political and judicial office or improving their economic status. Fran Palmeri, editor of Women's Work magazine, calls ERA a tragedy. "It is appalling", she says, "that women in the so-called greatest industrialized nation in the world should be struggling for something so fundamental. ERA should have passed in 1923 when it was first proposed to Congress." Many ERA supporters think that it will be time to forget about the amendment and focus better to concentrate on the actual practice of equal rights. But few dare say so in public. Caroline Davidson

'Integrated' schools half-empty

White boycott mars Los Angeles busing programme

Every morning eight-year-old Danny Cervell is wakened by his mother at five o'clock to catch the bus at 6.30 so that he can be at school at 6.30 for classes that began half an hour earlier. And Danny is one of the lucky ones. He goes to a "magnet school" in Los Angeles, one of several in the area designed to attract children from all parts of the city with special interest or aptitude in a particular subject. Hence, there is an arts magnet school, one dedicated to music, others to maths and science studies. The concept is one of the more visible benefits of the integration plan in Los Angeles, ordered by the California Supreme Court, which has sent youngsters to and fro by bus all over the city since it went into effect on September 12. There are other success stories in the plan, one of the biggest desegregation programmes in American history. But as school board officials, parents, teachers and children step back to assess progress, it is difficult for them to avoid the conclusion that it has been at best a qualified success. True there has been no violence, no angry confrontation between white, black or chicanos (Mexican origin) parents in the streets, no battles with police, though a force of almost 200 were standing by to move in if necessary. But there has been bitterness and a concerted attempt by some white parents to wreck the plan and force the school board to think again. Groups like Bus Stop have done this by keeping their children at home, by pushing them into private schools, or by taking groups of them to be tutored privately. That their boycott of the public schools has hurt the success of busing is undeniable. To what extent, however, is a question, the answer to which is lost in a complex numbers game being played between parents and school board officials. The number of children

actually travelling on the buses has become the most important propaganda weapon in the war being waged between school officials and anti-busing groups. A few days ago, Los Angeles school district officials said that 16,810 pupils were transferred by bus each day. That figure represents more than 70 per cent of the 23,211 children that officials said they expected to travel. However, earlier estimates by the district had given a figure of 32,000 children expected to participate. And if this latter figure is taken, only slightly more than half the children actually turned up for the busing. A further analysis of the figures shows that two thirds of the 16,000 children who actually took a bus, were minorities (either black or Mexican American) while only one third were "Anglos". Anti-busing advocates point to the statistics as a strong indication that compulsory busing has failed. In the San Fernando Valley, a white middle class enclave, more than 20 elementary schools, for example, expected 358 of its 12 and 13-year-olds to return to school this year. Only 200 turned up while 181 of an expected 293 were driven in from minority districts. So out of Mulholland's total of 1,340 pupils, 60 per cent are now minority.

Since one of the biggest complaints of parents opposed to busing was the long distance the youngsters would have to travel each day from one school to another, school board officials set up "Mid-site" schools—halfway houses between two schools so that children could be integrated in a neutral environment. But this, too, has created problems. But possibly the most glaring omission in the whole plan is that there are still in Los Angeles pockets of complete segregation, or "racial isolation" as they are now called. It is completely untouched by the plan. One school in Watts, the black ghetto in Los Angeles, has 98.1 per cent black enrolment. Because of Watts' isolation at one end of the sprawling city, 80 per cent of its students have never even spoken to a child from any other ethnic group. And since it has not been included in a busing plan there are no funds to help it to improve its educational programme or facilities. Last year 95 per cent of its students were three years behind the city average in academic skills. It is such glaring facts that Judge Paul Egly, of the California Superior Court, hopes to deal with when an advisory committee, appointed to study the workings of busing, reports back to him. They are expected to recommend: 1. An expansion of the programme to include wider age groups than the nine to 13-year-olds at present involved. 2. That the definition of a segregated school—at present one with less than 30 per cent minority—be changed to a higher percentage. 3. That a metropolitan plan be introduced which would allow Los Angeles to join with neighbouring school districts to swell the numbers sent by bus. Such a plan could draw into the fray children from wealthy areas surrounding Los Angeles, such as Beverly Hills, Santa Monica and Orange County, many of these pupils being a strangely high proportion of the city's total population in search of a better education. If brought into effect, this would obviously produce even louder and more vigorous protests.

Mr Howard Miller, president of the school board and an advocate of busing from the beginning, believes the programme is working. While other school districts around the country were arguing about desegregation, he says, "or were having serious labour troubles or were not opening at all, Los Angeles had one of its smoothest and best school openings ever. We have had peaceful integration, successful labour negotiations and we have a good educational programme." Even more enthusiastic are many of the teachers and the children travelling on the buses. At the end of several long days one nine-year-old said: "I didn't mind it at all. I've even made a new friend today." And a 12-year-old girl busing from a white affluent area to a Mexican barrio school noted: "I chose this over a private school. I can make friends there, I learn to speak their language. My dad told me there isn't any difference just because their skin is different." Barbara Leisner Randolph, a teacher at a valley elementary school, said: "There is no doubt the children are getting a better education. They are getting real teaching. We have richer school days so we are really able to give them much more individual attention." Dr Monroe Price, a professor of law at the University of California at Los Angeles, said the plan had worked, otherwise the implications for Los Angeles could be very serious. "We as a community recognize the damage of the racial isolation that exists in the city and the long-range implications of segregation for the health of our society. How Los Angeles residents respond in the months ahead will be a measure of our understanding of the true meaning of the decision of the courts." Ivor Davis

Mexican peasants' land claims will be salt with next month, authorities say

Stephen Downer to City, Oct 19 Mexican peasants in search of who invaded thousands of acres of cattle country last : supported by alleged communist guerrillas, have assured that President Lopez Portillo will deal their demands next the sandal-shod invaders, by Chinantecan, Zapotecan Mine Indians, abandoned land after about seven when 200 armed police were sent to the area and Tuxtpec, in Oaxaca. But an American who been helping the peasants the affair was far from

headache of Mexican chief executives, land demands, is not to be avoided. A few days before leaving office in 1976, President Luis Echeverria caused strikes in North-western Mexico by handing over large tracts of land to thousands of squatters. In Oaxaca, which is in southern Mexico and is one of the country's poorest states, the peasants claim that the several hundred thousand acres they invaded is common land and has been since Aztec times. They are members of different organizations united under the Association of Self Defence for Peasants. Formed 18 months ago, it is strong in about 150 villages and has 20,000 members. The scene of last week's trouble is a lush area, surrounded by mountains and crossed by tributaries of the Papaloapan river, one of Mexico's most important. Tuxtpec is 300 miles south east of Mexico City.

Captain Adolfo Ferrer Lutzon, Oaxaca's police chief, said in an interview that he had brought the 200 police reinforcements to Tuxtpec because state government officials had failed to persuade the squatters to move on. "I spoke to them very clearly. The state and federal governments do not want any bloodshed. Agrarian reform is working in Mexico and here in Oaxaca. In another 40 days, presidential resolutions affecting this zone will be put into effect," the police chief said. Mr Cantu doubted the sincerity of the remark. "Some of the land the people invaded is and they have been trying to get through legal channels for eight to 10 years," he said. "The Agrarian reform people are not going to give them anything. Lopez Portillo's policies on agrarian reform are worse than Echeverria's. It will be a long struggle and eventually will come to a confrontation between the police and peasants."

Socialists back in power in Saskatchewan

From John Best Ottawa, Oct 19 The New Democratic Party (NDP) was returned to power in the province of Saskatchewan yesterday's provincial general election in Saskatchewan. The Liberals, who formed the Government from 1964 to 1971, and were still strong enough to win 15 seats three years ago, were wiped out. They lost all 11 of their seats in the 61-seat provincial Legislative Assembly, leaving the Progressive Conservatives as the official Opposition. Mr Lloyd Blenkney's Government, the only socialist government in Canada, increased its holding to 44 seats, compared to 39 in the last election in 1975. The Conservatives, who won only seven seats three years ago but picked up four others through defections from the Liberals, won 17 yesterday. The vote in Saskatchewan had strong anti-federal Government overtones. Mr Blenkeney, age 53, had campaigned in support for his resources policies and a probable showdown with Mr Trudeau's central Government on constitutional issues relating largely to control of Saskatchewan's natural resources, including oil, natural gas and potash. Mr Blenkeney said he saw the vote as a mandate to carry the battle for control of resources to Ottawa.

Strikers urged to defy law

Ottawa, Oct 19.—M Jean Claude Parrot, head of the Canadian Union of Postal Workers, yesterday urged the 23,000 members on strike to defy a new law passed by Parliament intended to end their two-day-old stoppage. The law, which imposes \$Can100 (about £40) a day fines on workers who refuse to return to work, came into effect today. —Reuters.

Elizabeth Taylor better

Richmond, Virginia, Oct 19.—Elizabeth Taylor, the film actress, left hospital here yesterday, six days after choking on a chicken bone that injured her oesophagus.

Miss Ford to marry

Rancho Mirage, California, Oct 19.—Susan Ford, aged 21, the only daughter of former President Gerald Ford, is to marry Charles Frederick Vance, a secret service agent, here next June.

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SPORT

Golf

Faldo matches best of Weiskopf and carries the flag

By Peter Ryde

Nicholas Faldo continues to carry the flag for Britain in the autumn golf tournaments. Last week he alone survived the first round of the World Matchplay Championship. Yesterday, his 63 was the lowest first round of the European Open at Walton Heath, and to say that some of his strokes matched those of Tom Weiskopf's best, with whom he played, is high praise. With running fairways, true greens and no wind the par of 73 is somewhat generous, but once again Faldo showed us that he can keep his best for the big occasions.

There seems to be some affinity between him and Weiskopf. They had agreed after the Carrolls tournament to have a practice round together before this event, and when that did not work out Faldo was glad to find that they were drawn together. "I tried to steal some of Tom's rhythm," he said later. But he should not give all the credit to his partner; he has spent long hours at work at Walton Heath recently, something one does not often hear of towards the close of a long season.

A wealth of good players with rounds of under 73 indicates not only that the day was calm, but also the richness of the prizes, which they are playing. Americans tucked in behind the lead are John Mahaffey, the United States PGA champion, Hinkle, who won his first victory on the United States tour this year and is in the top 20 money list, and Tom Weiskopf, 1975 United States Open winner and runner-up two years later.

On 73 is Ed Speed, another dominating American who has, I am told, fallen in love with the 70-year-old one stroke better on 70. Weiskopf's last round, he has looked large before and been disappointed, but at least this week he seems to be in tune with his surroundings. He was in the clubhouse yesterday, mostly impressive.

Faldo had one of those affairs with a moving cameraman at the 18th, which he became almost an occupational hazard in the game. But this was one of the more pleasant surprises, and it seemed to be a pretty good round, drawing him back to the field instead of making a career gap. Apart from those three putts

he went over par only once in missing from four feet at the eighth after his approach had run off the green. The satisfactory feature of his round was that he took his birdie chances—holding three times from eight feet corners in—and although the nature of things he missed a number of greens, it was never by much and his wedge back made up for it each time.

Inevitably on such a heather-bound course driving assumed less importance, and it was on the tee that Norman of Australia laid the foundations of his 63 which put him, along with Hinkle, one stroke off the lead. He missed only one fairway, and that not too seriously at the 11th. His six there was due to over running the green with his third. At this point he was one under par, in company with a throng of others, but he got two long putts in at the 13th and 14th, both after three-ones, first for a birdie and then for an eagle, which raised him clear of the pack.

They were joined at the end of the day by Caster of Spain, a player whose great strength is thought in his own country but who has hardly shown signs yet of a burning ambition. Waiting on the 15th tee as the light began to fall, he said he could hardly tell one hand from the other, and he was surprised if he is without a pair today.

Card of course

Hole	Yds	Par	Hole	Yds	Par
1	410	4	10	371	4
2	513	5	11	507	5
3	381	4	12	482	4
4	422	4	13	470	4
5	174	3	14	517	4
6	489	5	15	382	4
7	380	4	16	460	4
8	395	4	17	191	3
9	389	4	18	375	3
Out	3,373	36	In	3,757	37

Scores at Walton Heath

59: N. Faldo, G. Norman, A. Anstey, 60: J. Mahaffey, J. Hinkle, 61: J. C. Caster, 62: J. Weiskopf, 63: J. Faldo, 64: J. Mahaffey, 65: J. Hinkle, 66: J. C. Caster, 67: J. Weiskopf, 68: J. Faldo, 69: J. Mahaffey, 70: J. Hinkle, 71: J. C. Caster, 72: J. Weiskopf, 73: J. Faldo, 74: J. Mahaffey, 75: J. Hinkle, 76: J. C. Caster, 77: J. Weiskopf, 78: J. Faldo, 79: J. Mahaffey, 80: J. Hinkle, 81: J. C. Caster, 82: J. Weiskopf, 83: J. Faldo, 84: J. Mahaffey, 85: J. Hinkle, 86: J. C. Caster, 87: J. Weiskopf, 88: J. Faldo, 89: J. Mahaffey, 90: J. Hinkle, 91: J. C. Caster, 92: J. Weiskopf, 93: J. Faldo, 94: J. Mahaffey, 95: J. Hinkle, 96: J. C. Caster, 97: J. Weiskopf, 98: J. Faldo, 99: J. Mahaffey, 100: J. Hinkle, 101: J. C. Caster, 102: J. Weiskopf, 103: J. Faldo, 104: J. Mahaffey, 105: J. Hinkle, 106: J. C. Caster, 107: J. Weiskopf, 108: J. Faldo, 109: J. Mahaffey, 110: J. Hinkle, 111: J. C. Caster, 112: J. Weiskopf, 113: J. Faldo, 114: J. Mahaffey, 115: J. Hinkle, 116: J. C. Caster, 117: J. 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Law Report October 19 1978

Judgments and awards in foreign currency: rule extended

The Despina R
Services Europe Atlantique Sud
(SEAS) of Paris, Stockholm
Rederiktsbolaget Svea of Stockholm

Before Lord Wilberforce, Lord Diplock, Lord Salmon, Lord Russell of Killowen and Lord Keith of Kinkel

The House of Lords, in two appeals by shipowners, extended to awards of damages in tort and for breach of contract the rule laid down in *Milngango* (see *Frank (Textiles) Ltd v George* (The Times, June 22, 1977, [1978] QB 396), which had allowed an appeal by the owners of another Greek vessel, the *Eleftheria*, from Mr Justice Brandon's decision (The Times, February 2, 1977, [1978] QB 396) on questions arising out of a collision between the two vessels in the English Channel in 1974, as to the currency in which an agreed award of damages should be paid.

They also dismissed an appeal by Swedish shipowners from the Court of Appeal (The Master of the *Rolls*, Lord Justice Ormrod and Lord Justice Geoffrey Lane) (The Times, February 23, 1978 [1978] 2 WLR 887), which had allowed an appeal from Mr Justice Brandon's decision (The Times, February 2, 1977, [1978] QB 396) on questions arising out of a collision between the two vessels in the English Channel in 1974, as to the currency in which an agreed award of damages should be paid.

Mr Nicholas Phillips, QC, and Mr John Reeder for the Despina owners; Mr Christopher Strachan, QC, Mr M. Howard and Miss Sarah Miller for the Eleftheria owners; Mr Nicholas Merriman for the Swedish shipowners; Mr Gordon Pollock for the French charterers.

LORD WILBERFORCE said that in *Milngango* the House decided that a plaintiff suing for a debt payable in Swiss francs under a contract governed by Swiss law could claim and recover judgment in this country in Swiss francs. Whether the same or a similar rule could be applied to cases where a plaintiff sued for damages in tort, or for damages for breach of contract, were questions expressly left open. Those questions were regulated before *Milngango* as to tort by *The Volturno* (11821) 2 A.C. 62, and as to contract by *Di Ferdinando* (11821) 2 A.C. 62, and *Simon, Smith & Co Ltd* (11821) 2 A.C. 62, which decided that judgment in an English court

could only be given in sterling converted from any foreign currency as at the date of the wrong. Now those questions were directly raised in the present appeals.

The *Eleftheria* collided in 1974 off Shanghai. In 1976 it was agreed that the Despina owners should pay the Eleftheria owners 85 per cent of the loss and damage caused by the collision, and was therefore a tort case based on negligence. After the collision the Eleftheria was taken to Shanghai where temporary repairs were carried out. She then went to Yokohama for permanent repairs but they could not be carried out for some time, and she was ordered to Los Angeles for permanent repairs. Expenses were incurred under various headings in foreign currencies—renminbi yuan, Japanese yen, United States dollars, and a small amount in sterling. The owners were a limited company with its principal place of business in the state of New York. The Despina was a United States dollar account in New York. The Despina owners were met by transferring United States dollars from that account and expenses incurred by the Despina owners were met directly by payment in that currency from New York.

Mr Justice Brandon ordered the separate trial of the questions (a) whether the plaintiffs had suffered damage or sustained loss in a currency other than sterling; and (b) if, in such a case, the plaintiffs were only entitled to recover damages expressed in sterling, at what date the conversion into sterling should be made.

He gave two alternative answers: (1) to take the currency in which the expense or loss was incurred, namely the British currency, and not in French francs, the currency in which the charterers conducted their business. The Court of Appeal restored the arbitrators' award.

Mr Nicholas Phillips, QC, and Mr John Reeder for the Despina owners; Mr Christopher Strachan, QC, Mr M. Howard and Miss Sarah Miller for the Eleftheria owners; Mr Nicholas Merriman for the Swedish shipowners; Mr Gordon Pollock for the French charterers.

right currency to take for the purpose of his claim was "the plaintiff's currency". His Lordship emphasized that his definition of that expression did not suggest the use of a personal currency attached, like nationality, to a plaintiff, but a currency which he was able to show was that in which he normally conducted trading operations. Use of that currency for assessment of damage would provide a basis for assessment in cases of international commerce. But even in that field, and still more outside it, the plaintiff might not be able to discharge the burden on him to show that the loss was felt in "plaintiff's currency", and in such cases the conclusion would be that the loss was felt in the currency in which it immediately arose. The measure of uncertainty which that might produce arose in the nature of things from the variety of human experience. To resolve it was part of the normal process of justice.

The Court of Appeal had reached a right conclusion in the Despina case and his Lordship would dismiss the appeal.

The second appeal arose out of a charterparty under which the Swedish shipowners chartered a ship to French charterers. The proper law of the contract was English.

In 1971 the charterers shipped cargo in Spain for carriage to Brazilian ports. They issued bills of lading in their own name. Because of a failure of the ship's refrigeration the cargo was damaged to an extent which was not to be damaged on discharge. The cargo receivers claimed against the charterers for the equivalent of the cargo value, to quantum, that claim was settled in 1972 by a payment of 450,590 Brazilian cruzeiros. In addition the charterers incurred legal and other expenses.

The charterers discharged the receiver's claim by purchasing the cargo on the market in French francs. They then claimed against the owners for the French francs; alternatively for the equivalent of the cargo value, to quantum, that claim was settled in 1972 by a payment of 450,590 Brazilian cruzeiros. In addition the charterers incurred legal and other expenses.

The London arbitrators held that they had jurisdiction to make an award in French francs. The Court of Appeal followed the arbitrators' decision. His Lordship thought that objections to that could be answered, mainly because the plaintiff had always to prove his loss in his own currency.

His Lordship did not think so. He should not be difficult on the basis of information which the plaintiff must provide, to agree or disagree with his claim for the relevant currency. His Lordship should not be difficult on the basis of information which the plaintiff must provide, to agree or disagree with his claim for the relevant currency. His Lordship should not be difficult on the basis of information which the plaintiff must provide, to agree or disagree with his claim for the relevant currency.

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of contract and on rules of conflict of laws. The former, applying the principle of *residual* in *integrum*, regard being had to what was in the parties' reasonable contemplation. The latter, applying the principle of the proper law of the contract and applying it. If the proper law was English, the first step must be to see whether the contract provided an answer to the currency question. That might lead to selection of "the currency of the contract". If from the terms of the contract it appeared that the parties had accepted a currency as the currency of account and payment in respect of all transactions arising under the contract, it would be proper to give a judgment for damages in that currency.

But there might be cases where, though obligations under the contract were to be met in a specified currency or currencies, the right conclusion might be that the contract was not intended to be governed by that currency. The fact that the United States dollars had been named as the currency for payment of hire and other charges was not decisive. It might mean that damages for breach of contract should be paid in that currency.

Obviously, that analysis, involving the question of the proper law of the contract, was not an ordinary law governing damages for breach of contract. It was a question of the proper law of the contract, and it was a question of the proper law of the contract. It was a question of the proper law of the contract, and it was a question of the proper law of the contract.

by virtue of a London arbitration clause in the contract. The contract, nor the contract itself, nor the claim which arose against the charterers, nor that by the charterers against the owners, had any connection with sterling, so that prima facie it would be a case for giving judgment in a foreign currency. The only question was which was the appropriate currency in which to measure the loss.

Prima facie there was much to be said in favour of measuring the loss in sterling, the currency in which had been previously stated by Mr Justice Robert Goff. But his Lordship could not accept it. The essential question was what was the loss suffered by the charterers. Their loss, which they claimed from the shipowners as damages, was the discharge of the receivers' claim together with the costs of the receivers' proceedings. They discharged all those by providing francs; until they provided the francs they suffered no loss.

It was that loss the kind of loss which under the contract they were entitled to recover against the owners. The answer was provided by the arbitrators' finding that it was reasonable to contemplate that the charterers, being a French corporation having their place of business in France, had to use French francs to purchase cargo claims arising under the bills of lading. So the proper law of the contract was French francs. The arbitrators' finding was not set aside for, as such, they involved no error of law. The arbitrators' finding was not set aside for, as such, they involved no error of law. The arbitrators' finding was not set aside for, as such, they involved no error of law.

Minister has power over type of comprehensive schooling

North Yorkshire County Council v Secretary of State for Education and Science
Before Mr Justice Browne-Wilkinson

His Lordship held that the Secretary of State for Education and Science had power under section 2(4) of the Education Act, 1976, to compel a local authority to submit fresh proposals for a single comprehensive school in place of the plan favoured by the local authority and submitted after careful consideration of local public opinion, namely the retention of two smaller separate schools on a comprehensive basis.

North Yorkshire County Council failed in proceedings against the minister for a declaration that the minister's proposals for substituted proposals requiring as a condition a single comprehensive school was ultra vires and void.

Mr John Wilmer, QC, and Miss Elizabeth Appleby for the local authority; Mr Donald Rattee and Mr Harry Woolf for the Minister. HIS LORDSHIP said that the case raised another question in the painful process of changing the national education system from a selective to a comprehensive system. The issue was no longer whether or not the schools should be comprehensive but the form of comprehensive schooling to be adopted.

divergent views, both honest and reasonable, the sole question was which view should prevail and that was purely a question of construction of the 1976 Act and was in no way tainted with the intrinsic merits of view.

Mr Rattee, for the minister, said that the words in section 2(4) of the Education Act, 1976, which gave the minister power to compel a local authority to submit fresh proposals for a single comprehensive school in place of the plan favoured by the local authority and submitted after careful consideration of local public opinion, namely the retention of two smaller separate schools on a comprehensive basis.

Mr Rattee further argued that if the minister were only to call for new proposals in the proposals did not form to the comprehensive principle then the whole object of the 1976 Act was likely to be defeated. In any case, the present proposals, which were the minister's proposals, were not the original proposals, and the original proposals, which were the minister's proposals, were not the original proposals, and the original proposals, which were the minister's proposals, were not the original proposals.

On construction, Mr Wilmer contended that since the proposals were not the original proposals, the minister's power to dictate the type of school was not available. In cases where section 2 of the 1976 Act had been applied, the minister's power to dictate the type of school was not available. In cases where section 2 of the 1976 Act had been applied, the minister's power to dictate the type of school was not available. In cases where section 2 of the 1976 Act had been applied, the minister's power to dictate the type of school was not available.

Passes in Part 1 of Law Society's Qualifying Examination

The Law Society announces that the following have passed Part 1 of the Qualifying Examination held on August 26, 1978. An asterisk denotes a distinction. The heads are: 1. constitutional and administrative law and English legal system; 2. contract; 3. torts; 4. criminal law; 5. land law.

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Commercial Director

Northern Home Counties

As part of its expansion and consequent restructuring, a major supplier of electronic equipment and systems to both the public and private sectors wishes to appoint a Commercial Director. He/she will be responsible for formulating the company's commercial policy—both home and abroad—and implementing this in conjunction with a series of relevant specialist functional teams. A broad span of responsibilities is involved which includes Terms and Conditions of Trade, Contract Negotiation, Estimating and Pricing. Probably in their early 40's candidates must have broad commercial experience including the handling of high-level contract negotiations, together with a knowledge of relevant commercial law. Several years' experience in a relevant environment would be advantageous.

It is unlikely that anyone currently earning less than £9,000 p.a. will have the appropriate experience to warrant consideration for the appointment.

Applications should be sent in the strictest confidence to:
A & F Recruitment Ltd.
Ref CDI Bristol House, 80A Southampton Row,
London WC1D 4BA.

GENERAL MANAGER

OVERSEAS £25,000

For well-established and progressive overseas company specialising in the sale and servicing of survey and photogrammetric equipment, litho-offset printing machines, phototypesetting equipment, plan and photocopying machines and supplies, selected laboratory equipment and supplies.

Age group 35 to 45.

Ideally the candidate should be a chartered accountant with some years' experience as managing director or general manager of a similar business in an underdeveloped country. If not a qualified CA he must have a sound knowledge and good practical experience at senior management level of accountancy, finance control and secretarial work. He will have under his control a chief accountant, personnel manager, six divisional managers and five branch managers. The job demands pronounced qualities of leadership, organizational flair, drive and stamina.

Salary and bonus equivalent to £25,000 p.a. subject to annual review, on which present taxation is approximately 24 per cent. Home remittance up to 50 per cent of income after tax. One month's home leave for every five months' service. Fully furnished house, family travel allowance, children's education allowance, medical care for self and family, car and driver and other fringe benefits.

Apply Messrs Reads, Drury, Theobald & Co. (C/K),
Leath House, 47 Gresham Street, London EC2V 7ET.

Wycombe District Council
Technical Services Department

Technical Services Officer

(Male or Female)

Salary Scale £10,557 p.a.
to £11,277 p.a. (240x3)

Wycombe District Council is situated in beautiful countryside in the County of Buckinghamshire. The district has a population of approximately 150,000 covering an area of 80,000 acres. A large part of the district is within the Green Belt and the Chilterns area and there are many attractive villages, some of which have been designated conservation areas.

The successful candidate will be professionally qualified in this field, have at least 5 years experience in a senior professional capacity and be able to demonstrate management abilities of the highest order. The duties will be to act as the Council's principal professional adviser on engineering, including highways and sewerage, refuse collection, car parks, transport, parks, sports centres and halls.

An essential user car allowance is payable plus removal expenses and disturbance allowance. Temporary housing accommodation is also available.

Application forms and further particulars available from Personnel Manager, Council Offices, Queen Victoria Road, High Wycombe, Bucks. Telephone High Wycombe 26190, Ext. 254.
Closing date—8th November, 1978.

PROPERTY SURVEYOR

Stratford-upon-Avon c. £10,000

The NFU Mutual & Avon Insurance group wishes to appoint a Property Surveyor to be located at the Head Office in Stratford-upon-Avon.

The group is an active investor in property for its several funds and, in addition, owns and occupies numerous premises in Stratford-upon-Avon and throughout the United Kingdom.

The role of the Surveyor will be:
(a) to acquire further suitable investment property
(b) to be responsible for the management of the group's property investment portfolios, currently estimated to be worth around £10 million and situated throughout the country
(c) to be responsible for the management of the group's own premises and all works required in respect thereof.

The appointed Surveyor must be a corporate member of the Royal Institution of Chartered Surveyors in the approximate age group of 35-40; have a wide experience of urban property investment and management; preferably have some experience in the private sector; and have experience of staff management.

The appointed Surveyor will work direct to the group's senior executives.

The post is superannuable and will command remuneration of the order of £10,000 per annum dependent upon age and experience.

Please write under "Personal" cover, with full curriculum vitae, direct to the Chief General Manager, quoting ref. RA/75/T. All applications will be treated in the strictest confidence.

NFU MUTUAL INSURANCE SOCIETY LTD.,
Church Street, Stratford-upon-Avon,
Warwickshire.

NATIONAL THEATRE

APPOINTMENT OF GENERAL ADMINISTRATOR

The National Theatre is seeking applicants for the post of General Administrator. The appointment should be taken up as early as possible in the New Year.

The successful applicant will be responsible to the Director for the overall management of the National Theatre, and for co-ordinating the work of a team of specialist administrators.

Any person interested in being considered for the post, or wishing to recommend anyone for such consideration, is invited to write not later than 1st November 1978 to:

The Director, The National Theatre,
South Bank, London SE1 9PX.

All correspondence will be treated in the strictest confidence.

SALES ENGINEER

Our rapidly expanding simulator and electronic systems division has a vacancy in its civil aircraft simulator group for an experienced sales engineer. Candidates for this post should possess a degree in engineering and/or business administration and should have had previous responsibility for a major product line. A working knowledge of French is essential.

Salary will be negotiable depending on qualifications and experience.

Send résumé of qualifications, experience and marital status to:

F. BOURRE,
LIST Division Simulateurs et
Systèmes Electroniques,
3 avenue Albert Einstein, BP 116,
78192 Trappes, Cedex.

LMT

COMMERCIAL SOLICITOR

A rare and exciting position exists for Solicitor, preferably aged about 30 (but other candidates considered), who perhaps sees no permanent future with a City firm. Experience, if only in Articles of commercial work (general, company, mergers, taxation, conveyancing, etc.) essential. Excellent facilities and environment, in practice with London and Midlands branches. Early Partnership envisaged, leading to share currently worth more than £15,000 a year; no payment for goodwill.

Please telephone Mr Robin Wilson (0623) 26141

Environmental Science

An opportunity exists for a person, distinguished in some aspects of the physical environmental sciences, to join the Environmental Studies Section of our Planning Department at our London Headquarters. The Section is responsible for environmental policy formulation within the CEBG based on a sound understanding of scientific principles.

The Section consists of a small number of specialists in different scientific and engineering disciplines who collectively cover a broad spectrum of activities in the air, water, noise and nuclear fields. It is intended that the person appointed would take an interest in much of the scientific work of the Section as a whole, but specifically would study in depth some particular important environmental problem—possibly but not necessarily, the global CO₂ balance. In this he/she would need to collaborate with other experts in the CEBG, UK and throughout the world.

It is not envisaged that he/she would carry direct responsibility for the day-to-day activities of the Section. The post could well appeal to a senior University scientist of professional, or near, standing wishing to develop an understanding of the problems of a large organisation in caring for the environment in a responsible way. Equally it could appeal to an experienced industrial scientist wishing to broaden his/her experience. The appointment would be for a fixed term, the length of which might be up to three years. This aspect will be discussed with candidates called for interview.

The salary will reflect the seniority of the post and is unlikely to be less than £3000 p.a. and could be up to £11,000 p.a.

Applications stating full relevant details and present salary to the Group Personnel Officer, CEBG, Sudbury House, 15 Newgate Street, London EC1A 1AU, by 2 November. Quote Ref. T 72103.

CENTRAL ELECTRICITY GENERATING BOARD HEADQUARTERS

LLYFRIGELL GENEDLAETHOL CYMRU THE NATIONAL LIBRARY OF WALES ABERYSTWYTH, DYFED, SY23 3BU

Appointment of
LIBRARIAN

The present Librarian, who is the Chief Executive Officer of the National Library of Wales, is due to retire in May 1979 and the Council now invites applications for the post. Applicants should have appropriate qualifications and experience in library and/or academic work. They should be preferably under 55 years of age. A thorough knowledge of Welsh and English is essential. The person appointed will be expected to enter upon his/her duties on 1 June 1979, or later by arrangement. A contributory superannuation scheme applies. Further particulars can be obtained from the President and applicants are requested to send to The President, The National Library of Wales, Aberystwyth, Dyfed, SY23 3BU, by 2 December 1978, ten copies of their application together with the names and addresses of two referees.

Overseas ACCOUNTANTS

Starting Salary £8,100 p.a.

International American Oil Company has vacancies for young and energetic accountants, initially in Scotland and Libya but with opportunities for transfers to the Company's other operations in Africa, the Middle East, the Far East and South America. The position offers excellent prospects for promotion and base salaries commence at £8,100 per annum plus overseas allowances and benefits as applicable. (Overseas salaries, tax free.) Applicants should be qualified, single, aged 23-29 and have several years accounting experience. The ability to carry out duties with a minimum of guidance is essential. These are challenging and rewarding positions for accountants who wish to broaden their experience and horizons.

For details telephone Barry Timmins
01-828 7811
or write

Santa Fe (UK) Ltd.,
Parnell House, 19/28 Wilton Road, London, SW1V 1LW

Electronic Engineering Executive

£10,000 per annum

The selected candidate will lead a small team of Engineers, designing electronic systems for the Security Industry. Comprehensive experience in the use of digital logic is essential, together with the basic mechanical engineering ability.

The appointment will be as Managing Director of a new company linked with the SECURICOR Group, based on the South Coast. Salary is £10,000 per annum plus a company car and usual fringe benefits.

Applications in writing giving initially a brief resume of experience and qualifications to:
Personnel Director, Securicor Limited
24 Gillingham Street, London SW1

Production Administration Manager

KNITWEAR

This new appointment carries responsibility to the Production Director of an expanding knitwear company. Production of the company is totally based abroad and this appointment is to head the Production Administration Department which is based in Surrey. However, availability to travel abroad is essential.

Applicants male or female should be aged between 28 and 35.

- Responsibilities will include—
1. PRODUCTION PLANNING.
 2. LIAISON WITH PRODUCTION UNITS.
 3. BUDGET CONTROL AND PRODUCTION COSTING.
 4. PURCHASING OF RAW MATERIAL.

Salary will be not less than £8,000 p.a. with a non-contributory pension scheme and four weeks annual holiday.

If you feel you have the qualities to meet the above please write giving adequate career details to: Box No. 2750 K, The Times.

Appointments Vacant also on page 28

GENERAL VACANCIES

QUANTITY SURVEYOR

With minimum 5 years experience to work with a contracting company in the Middle East, United Arab Emirates. Salary negotiable. For appointment please write to:
Mr. H. H. H. H.
Room 218
235 9050
(between 2 p.m. and 6 p.m.)

ADMINISTRATIVE ASSISTANT (c. £4,000 p.a.) to control and coordinate the company's computer-based data processing system. Applications should be sent to: The Secretary, 235 9050, Room 218, 235 9050, London WC1D 4BA.

BUILDING SOCIETY Secretary, 24,000-40,000 p.a. plus benefits. London, B.S.T. 01-422 0547. Personal Agency.

GENERAL VACANCIES

SITE ENGINEER

MIDDLE EAST
With 5-6 years' experience with pipeline and other mechanical work. Required in Qatar. Interview London—Friday, 20th October.
Phone: 01-235 3761/2

CHARTERED ACCOUNTANTS in City. Part-time student accountants. Excellent experience opportunity. Salary negotiable. Write to: Mr. J. J. J. J., 235 9050, Room 218, 235 9050, London WC1D 4BA.

INTERNATIONAL DESIGN CONSULTANTS require senior graphic designers. Salary negotiable. Write to: Mr. J. J. J. J., 235 9050, Room 218, 235 9050, London WC1D 4BA.

EXPERIENCED QUANTITY SURVEYOR required for building and civil engineering firm in the Midlands. Salary negotiable. Box No. 2750 K, The Times.

GENERAL VACANCIES

NEW FICTION SOCIETY MANAGER/ESS

We need someone to run office for book club promoting contemporary novels. Own typing, sub-editing experience and a good eye for administrative detail required. Salary about £3,500 p.a.
Please write to:
Stanley Jackson
NEW FICTION SOCIETY
7 Alderman Street, W.1

QUALIFIED ACCOUNTANTS

MIDDLE EAST
3-4 years experience with a construction company required in Qatar. Interview London—Friday, 20th October.
Phone 01-235 3761/2

NOTICE

All advertisements are subject to the conditions of acceptance of Times Newspapers Limited, copies of which are available on request.

GENERAL VACANCIES

SAUDI ARABIA SURVEYORS

£12,500 P.A.
required by our client to work for the Saudi Arabian government. O.N.C./M.C./Dip. Prof. Membership essential. 5-7 yrs. exp. of roads and bridges. 1 year renewable contract.
Please ring 01-801 4321/2/3
S.H.O.P. LTD. (Agy.),
8 Walton Road,
London, N15

GUYS' HEALTH DISTRICT

Lambeth, Southwark & Lewisham
MANAGEMENT ACCOUNTANT
Bonus Control Section
Salary: £3,775 p.a. rising to £5,680 p.a. inclusive
Within the Guy's Health District there are a large number of incentive schemes, which have been successfully implemented. The Bonus Control Section of the Management Accountant is responsible for the design, implementation and monitoring of these schemes. The successful candidate will be responsible for the design, implementation and monitoring of these schemes. The successful candidate will be responsible for the design, implementation and monitoring of these schemes.

ITALIAN—Temporary teaching posts in London, Durham, Edinburgh available immediately. Please write to: Mr. J. J. J. J., 235 9050, Room 218, 235 9050, London WC1D 4BA.

GENERAL VACANCIES

FEATURES EDITOR

Features Editor required for a new magazine. Essential requirements are: considerable experience in editing, a keen eye for a good story, a good knowledge of the fashion field, i.e. writing descriptive copy, arranging and attending to models, making up models, etc. This is a highly responsible one and needs an enthusiastic, energetic and reliable person with a good knowledge of the fashion field. The successful candidate will be responsible for the design, implementation and monitoring of these schemes. The successful candidate will be responsible for the design, implementation and monitoring of these schemes.

PUBLIC AND EDUCATIONAL APPOINTMENTS

EXPERIENCED TEACHER of Secondary Studies required for Hampstead school. Top salary offered. Please write to: Mr. J. J. J. J., 235 9050, Room 218, 235 9050, London WC1D 4BA.

GENERAL VACANCIES

The London Hospital Medical College (University of London)

SENIOR LECTURER IN ANAESTHETICS WITH HONORARY CONSULTANT CONTRACT

Applications are invited for the above appointment within the Anaesthetic Unit, which is under the direction of Professor J. P. Payne. Apart from teaching there will be substantial clinical duties within The London Hospital Group. Facilities are available for research. The salary will be within the salary scale £9,528-£15,084 plus £224 London weighting per annum, together with superannuation under the University Superannuation Scheme or N.H.S. Inquiries to Professor J. P. Payne, telephone 01-571 5444, ext. 3601.

ALANGATE Legal Staff, the specialist legal consultants to the profession, offer a confidential service to solicitors and barristers at all levels. Telephone for appointment or write to: Mr. J. J. J. J., 235 9050, Room 218, 235 9050, London WC1D 4BA.



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Sat., 18th Nov., at 7.30 p.m.

Comedy Overture

"Dr Merryheart" Havergal Brian

Clarinet Concerto No. 1, Weber
SOLOIST: DAVID CAMPBELL

Symphony No. 1, Brahms
CONDUCTOR: JAMES BLAIR

Young Musicians Symphony Orchestra
Tickets: £2.50, £2.00, £1.50, £1.00, £0.50, £0.25, £0.10, £0.05, £0.01, £0.00

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HEARTS

Down the rabbit hole and into Disneyland

Watership Down (u)
Empire, Leicester
Quare
Gordon Mon Afaire,
10 (aa)
Cinzon
Second Chance (aa)
Incenta
The Other Australian
Cinema

Richard Adams, author of *Watership Down*, which has reached the screen as a length animated feature, seems to have achieved an admirable stoic accommodation to the hazards of film adaptation. He had no hand in the scenario and seems to have remained from the first to the last what came of it. "A film is not a book," he writes. "They are two distinct forms of art, and people who have asked whether they have a particular book, might as well ask whether they have a particular film, reply that just as sensibly answer, 'No, but I had breakfast this morning'." In a book the author is talking to the reader and thus the story in his own words. In a film, the story is retold in the form of a film, drawing upon a book to a greater or lesser degree, the director of the film, the author of the book, is telling the story in his own way, not prose, but moving pictures and dialogue. Because



Cantankerous gull among the bunnies, courtesy Zero Mostel

he is using different tools he does a different job. To that extent the two versions are bound to differ, even though they may retain much in common. Not many authors are that objective. The quotation comes from the introduction to a very pretty book of colour pictures from the film published by Penguin (*The Watership Down Film Picture Book*, £2.95) with captions by Mr Adams himself. Again he is emphatic that the book should not be seen as *Watership Down* told in pictures or in any sense a condensed version of the novel. "People who want to read the story should read *Watership Down* and people who want to know more about the pictures in this book should go and see the film."

If the reader has formed his own visual images of the creatures of the book, he exhorts him, "stick to your own ideas and forget the pictures. This book and the film represent the ideas of one group of people, but yours are as good as theirs." The attitude is very sympathetic. Resistant to best-sellers at any time, I never got on very well with *Watership Down*. I found the juxtaposition of the anthropomorphic animals and the very precise nature observation of the author, like Arabian Lapine lore and the very English setting, too odd. I can see, rather than share, the appeal of the odyssey, the fable, the parables of human political behaviour, and the

basic, heartening moral values. These qualities, more or less, are retained in the film, though the pictorialisation necessarily much simplifies the original narrative and thins the original textures. The adventures of the rabbits—brave Hazel, Chirvont Fiver, fearless Bigwig, on their journey from the old, doomed warren to establish a new society on Watership Down, is now and sufficient. People who come to the film without the assistance of the book, however, may well have a little difficulty with the special lore and language of Richard Adams's rabbit civilisation, and with words and concepts like Eli, Flayrah, Owsla, Silflay and Zorn. (The press were given a printed glossary which will presumably not be available to the public.)

The animation design of the film is fresh and pleasant, does not aim to make any special visual discoveries, and succeeds rather well in catching the Englishness of the rural scene. The animation design was begun by the late John Hubley, who left after a year. The subsequent team assembled by Martin Rosen—as producer, writer and director—was predominantly English, with an English director of Animation, Tony Gray. The supervisor of animation, Philip Duncan, like a veteran of the Disney Studios—still the finest technical school of animation in the world—and appropriately was the animator of the rabbit Thumper in *Bambi*.

The role of director in an animation film is more than anything a matter of organization and coordination. Martin Rosen's special gift seems to have been bringing together actor and animator, voice and drawings to create integral characters on the screen. Voices as unmistakable as those of Sir Ralph Richardson and Denholm Elliott seem perfectly at home in their animal embodiments. The outstanding successes, though, are John Hurt as the heroic Hazel, Harry Andrews as the dread General Woundwort, and the lamented Zero Mostel who contributes richly to the character of Kehaar, the cantankerous black-headed gull with a thick Slav accent.

The conflict between the civilized society of Hazel and his friends and the totalitarian despotism of General Woundwort leads to some bloody moments, which might worry parents, though the British Board of Film Censors have given the film a "U" certificate rather than the advisory "A". Maybe they reckon that in such matters parents are sometimes more sensitive than children. I am reassured by the experience of a friend whose small daughter wept pitifully after a harrowing fight scene in a story he was reading to her. "It's all right," he told her, meaning to console her, "you see the hero escaped and wasn't hurt after all." "I know," she sobbed, "and I wanted him to be killed."

There is a particular area of cinema, uniquely French, which

makes "bourgeois" a really pejorative word, and which includes the latest box-office successes of Yves Robert. *Pardon Mon Afaire*, Too resumes the adventures of the same group of middle-aged bores from *Pardon Mon Afaire*. Simon (Guy Bedos) is a doctor who fornicates with his patients in the privacy of his surgery; Daniel (Claude Brasseur) is a homosexual with vague desires to go straight; Bouly (Victor Lanoux) has ideals of a harem which are always frustrated because his women share much the same ideas about free love. At the centre of the group is Eccentric Dorsay (Jean Rochefort) whose suspicions of his wife and aspirations to infidelity provide the mainspring of the would-be comedy.

The interminable, unorganized adventures of these wretched lechers has a very dismal quality about it, aggravated because Jean Rochefort is really a good comedian. With his impassive face and assumed dignity, he has the film's few good moments, as when, during a scene in his car while it is dismantled around him by a big angry man he has just hit by mistake. Slick and chic as a detective commercial, Claude Lelouch's *Second Chance* is another farago of French nonsense. Catherine Deneuve is sent to prison as accomplice to her boyfriend, who has accidentally killed the nasty boss who raped her. In prison she lures a male orderly into a lavatory to impregnate her. Sixteen years on

and not a day older, she leaves the prison and with surprising ease resumes ordinary life with the resilient son. After that, what with her best friend from prison seducing the son, and Deneuve falling for the boy's teacher, it can only get more senseless, it does.

At the ICA a series of six programmes (between October 24 and October 29) illustrates the origins of the new Australian cinema in short and medium-length fiction films, often made with assistance from the Australian Film Commission's Experimental Film Fund Grant. The programmes include early work by directors now prominent in feature production like Philip Noyce (director of *Newsfront*, which will open the London Film Festival) and Peter Weir (*The Cars that Pome*, *Picnic at Hanging Rock*, *The Last Wave*) as well as films by new names.

It is striking that, working in freedom from the pressures of box-office and commercial financing, the young Australians have been drawn less to idiosyncratic experimentation than to realist studies of contemporary society. Steve Wallace's *Love Letters from Terabithia Road*, for instance, observes a marriage of devastating ordinariness, failing for want of economic, intellectual or emotional resources. Ken Cameron's *Out of It* stumbles on all the pitfalls of "authentic naturalism" in its intent study of unemployed and similarly resourceless people, in unglamorous and abortive efforts at a life of crime. The ICA programme is also playing currently at the Arncliffe Theatre, Bristol.

David Robinson

Shipwreck (u) Warner West End

The writer-director Stewart Raffill has in the past eight years made a series of children's films, distinguished not by their thin, formulaic scripts—a man played in just three films by the windswept Robert Logan—and two children face up to dangers in the North American wilderness—but by the increasing assurance with which Raffill's team of animal handlers have mastered the creatures on display.

In *Shipwreck* a mariner, his two daughters and a female photo-journalist find themselves marooned on the Alaskan coast, dealing with waves, a killer whale, musk-oxen and that Raffill favourite, an immense ravaging bear. A certain enthusiastic naïveté characterizes the director's attitude to the facts of human survival in the midst of hostile nature, but as a whole can be recommended as a satisfactory junior antidote to the multitude of "monster" pictures awaiting distribution.

John Pym

The 'Emperor' in new clothes

London Mozart Players
Festival Hall

Judith Nagley

Virtuosity aside, a fine performance of the Emperor concerto can go a long way to restoring one's faith in the piano concerto as a viable intellectual exercise. Tuesday's performance by Annie Fischer did just that.

Her playing is doubtless not to all tastes, and possibly not to that of the technical perfectionist; but one cannot but admire a rather special, cerebral approach such as hers that shows a concern above all for musical structure while still satisfying the work's expressive and virtuosic demands.

The sheer physical strength and brought to the opening of the first movement as a second subject as we are ever likely to hear. Much of the central section of the first movement has an urgency that seemed to stress its tonal as much as its melodic content. The tempo in the second movement, though, is less sensitive hands can sound like mere passage-work.

The Rondo, too, was a

masterly piece of planning. It was incisive, dramatic and totally free from showmanship. Even the slow movement was unusually purposeful, with a fine tonal balance and a bell-like clarity in the upper register. A pity, then, that the London Mozart Players' support was occasionally ill-timed and often more obtrusive than complementary.

Earlier in the evening Malcolm Rindland's organ recital introduced two new twentieth century British works. Michael Berkeley's *Ricercare* is a movement of about five minutes extracted from a full suite. It is typically composed on an interval motif which is developed by a fragmentary process that involves highly-coloured sonorities and extremes of dynamic and tonal contrast. Brian Brockless's *Prelude, Toccata and Chaconne* heard for the first time on the organ for which it was written, is classical in inspiration with strict ostinatos, virtuosic pedal writing in the Toccata and cleverly constructed variations. Mr Rudland seemed here to have been in the opening Bach pieces, and even more so in Elgar's Sonata Op 28, which throughout exuded a sense of faded grandeur.

BBC SO/
Rozhdestvensky
St John's/Radio 3

Max Harrison

Tuesday's programme by the BBC Symphony Orchestra conducted by Gennadi Rozhdestvensky served as a prelude, even if not a deliberate one, to the London Sinfonietta's big Schubert/Webern series, due to start next month. It is unusual, and a pleasant surprise, to find a contemporary composer such as Mr Rozhdestvensky undertaking a "modern" piece like Webern's Symphony Op 21.

But, of course, this work besides being a classic is also 50 years old. It dates from 1928, and marked the beginning of a preoccupation with Webern's part with extreme concentration of both style and expression that lasted for the rest of his life. Both movements are essentially canonic, in fact, densely so, despite their sparse textures and discontinuous orchestration. The performance was most sensitively done, the elaborate formal structure being clearly articulated, and Mr Rozhdestvensky decisively linking the music's seemingly isolated moments of sensation. Webern and Schubert met in

Some of the notices on this page are reprinted from yesterday's later editions.

The killing of a critic

Who killed 'Agatha' Christie?
Ambassadors

Ned Chaillet

I will tell you who killed Agatha Christie. It was Tudor Gates, the author of the play. Of course, his Agatha Christie is not the sweet old lady who wrote *Murder on the Orient Express*, but really Arthur Christie, the dramatic critic who butchered plays and players with his criticism and had a secret homosexual life. Agatha is a name of endearment.

Who Killed 'Agatha' Christie is a play that has been playing in the provinces. So I am told. The critic, Christie, is lured to a rented flat by John Terry, a man who claims to be a playwright and actor flayed by the critic. This may be left in doubt, for one of his strongest pieces of evidence is a claim that he was criticized thus: his Macbeth was described as being "like an Armenian carpet seller who would not be let in the back door at Dunsinane." That well as sex acts, I would not relish watching him play with an open razor.

Let us forget facts, for Mr Gates's critic is not one that I would recognize, although his several parts take on familiar shapes. Agatha, or Arthur, is Canadian by birth, his "literary bent" (I quote the playwright) and sexual direction became apparent only after he failed as an actor. The lash of his pen grew out of his own attack on a critic, but his classical references prove his worth as a man who took some first or another at Oxford.

John Terry, the injured party, has lured Arthur to a flat to listen to sex acts between the critic's boyfriend and the writer's wife. The intent is to kill them and to kill his poison-pen friend and James Bolam soon has Gerald Flood quivering through his taped-shot mouth.

There are few faults with Mr Flood's impersonation of the critic. He dresses a bit well for midday, but since Mr Gates's pleasures consist mainly of quoting the critic's harshest words, the man needs some sort of dignity. Mr Bolam, too, fills his part with the necessary bluster and while I would not mind listening to his in-fil equipment, which transmits music as well as sex acts, I would not relish watching him play with an open razor.

Krapp's Last Tape Open Space

Irving Wardle

It is now common knowledge that while middle-class spectators were puzzling over the work of Samuel Beckett, prison convicts in France and the United States got the message immediately.

The best-known example is that of the San Quentin Beckett productions, which among other things launched Rick Cluchey on his post-prison career as a playwright. Open Space audiences have already seen him in his much travelled play, *The Cage*; he now returns with the San Quentin Drama Workshop in two productions, *Quad* (one of them directed by Beckett's son, Ciarán, as the comic character).

As an actor, Mr Cluchey has come on no end since his last London appearance, though that revelation is reserved for the second half of the programme. Krapp, the opening piece, is Beckett's last production, and as you would expect it is drilled down to the last cackle and sliding banana-skin (as an added refinement, Krapp now subsists on bisected bananas). Absolute physical precision in the midst of senile squelch is what the performance offers; plus savage rhythmic contrasts, as where Krapp sweeps his accumulated archive to the floor, incidentally knocking out the overhead light, and then fastidiously replacing the last spool for a final, lingering review of the memory that most haunts him.

What undoes the spell is the voice Mr Cluchey uses as the

aged recluse. Krapp does not have to resemble a man of letters, but neither does he suggest this kind of American old timer, who you expect to see shuffling back with some rusty old firearm rather than the souvenirs of the literary New Frontier.

When Mr Cluchey reappears as Hamm in his own production of *Endgame* almost all trace of translational speech has vanished. Beckett, for some reason one would like to know, evidently wanted a cornball Krapp. *Endgame* is no less scrupulous in its observation of Beckett's directions: more than any other version, it has seen, it carries through the title chess metaphor. The interesting thing (particularly in the light of the author's approval) is that Hamm, rather than Bud Thorne's stone-faced Cluck, emerges as the comic character.

In penal terms, a programme like *Quad* is a prison warder and Cluck to the oldest prisoner. In practice that not only gives Hamm the whip-lash; it also gives him the freedom to play (one of his favourite words), which he does in a relaxed, teasing style that for once lets the characters breathe in that airless chamber. The rules are rigidly observed. Fathos is entirely excluded, and whenever Mr Cluchey plodes into direct emotion he instantly cuts it short and retreats into ironic stoicism. Other actors have pointed this contrast, but rarely with so light a touch and such delight in the game. From the San Quentin viewpoint, perhaps the facts of the case are too familiar to need emphasis; and what matters is extracting variety and even fun from them.

London debuts

"A future Wotan" opined my neighbour, referring to the young Dutch bass-baritone Wout Oosterkamp. That is an interpretation I would very much like to hear, but the remark also expressed, in a positive way, my chief reservation about the recital. For Mr Oosterkamp's cavernous voice was not readily accommodated by the intimate Purcell Room, and it was his credit that he was able to mould it to both Baroque figuration (in Vivaldi's cantata *Piango, gemo, sospiro*) and the French and German song repertory of the nineteenth century.

In the three songs, *Don Quixotte à Dulcinee* by Ravel he managed to make the musically notated laugh sound genuine in the drinking song, and there was a touchingly slight *Dulcinee* to end the "Chanson romanesque". The expansive effusions of Duparc suited him very well, and with the excellent accompanist Jan Wolffs, creating a quasi-orchestral texture and pianist gave an impassioned account of "Phidyle". While the small-scale subtleties of Gounod's *Melodies* are by no means beyond Oosterkamp (indeed, every note that passes his lips is carefully weighted and full of significance: an art never more valuable than in Lieder singing), it was never-theless a pity that his Martin's *Six Monologues* from "Everyman", with their grim, intense expressionistic declamation out of which he was able to make most capital.

The seasoned baritone Ferdinand Koenig also chose Ravel's *Don Quixotte* songs, but where Mr Oosterkamp had hit the mark straight away Mr Koenig, coming to them directly after carefully evoking the solemnity of six Wolf songs from the *Italienisches Liedbuch*, did not transport us quite quickly enough into the world of the Don. But following a slightly inflexible "Chanson romanesque" his quiet fervour in the "Chanson épique" was well done, and he opened up into a blaze of grandeur for the blessing of the sword. In Schumann's *Dichterliebe* he procured an appropriate contrast in "Im Rhein" between the stern evocation of river and cathartic and the tender description of the beloved's image in the Madonna. In the following "Ich grolle nicht" Mr Koenig and his accompanist Paul Hamburger resisted the temptation to hammer away at the powerful harmonies instead of drawing out the full force of the poetic resentment; it was as if the song can ever be when the lower (admittedly original) option is taken. Although the essence of many of the numbers was successfully captured, as a cycle it fell short. Hamburger must take share of the blame, for after accompanying so sensitively in

the first half his ill-rehearsed contribution to *Dichterliebe* was most disappointing.

I was grateful for the opportunity provided by the Austrian violinist René Saar to hear the Sonata in E flat, Op 18, by Richard Strauss, an early work of prophetically Straussian chromatic twists and turns but in the first movement that irresistibly recalled Bruckner at each repetition. The second movement, Andante, called "Improvisation", opened conventionally enough with an A flat melody harmonized by a gently synopated piano accompaniment, but broke into a delightfully skidding virtuosity of the main theme, playfully thrown off by René Saar and Claus Christian Schuster. The outer movements clearly presented a few problems for the performers; they were not afraid to take risks and their interpretation that resulted was warm, positive and characterful. Their programme also included Schubert's Fantasia in C, D 934, which opened the recital in a confident, technically assured manner.

No less mature a performer was the Barcelona pianist Teresa Llacuna, who brought an idiomatic touch to three of Granados's *Spanish Dances* and the *Allegro de Concerto*. Her Iberian half of her recital also included a poised account of "Quejas o la maja, v el ruiseñor" from the same composer's *Goyescas* and well-judged one of Paul Hindemith's *Baetica*. In Schumann's *Carnaval* there was a remarkable degree of clarity in fast-moving movements such as "Pavane" even if the requisite power was not always present; sometimes too, it was inequitably distributed between the hands, as in the opening "Pavane". There was much fine playing as well, however, particularly in the poetic movements such as "Chopin".

The guitarist Christian Kaiser opened his recital with seven pieces by Dowland; a few of them were marked by a tendency to rush, which cramped the flow of the music, but "Lachrimae" where more time was allowed for "breath" was more successful. In Bach's D minor Chaconne (arranged by Segovia) some nimble fingerwork was unable to prevent him from falling over himself; again the problem was one of rhythmic control. I first became aware of the inadequacy of dynamic gradation in his performance of Britten's *Nocturnal*, Op 70. Possibly Mr Kaiser was unwilling to risk too heavy an attack on his instrument, for he had been having stringing trouble all along—trouble that he never fully overcame.

Barry Millington

Don Carlos
Coliseum

John Higgins

The revival of *Don Carlos*, back at the Coliseum for the first time since 1976, starts sluggishly. Sir Charles Groves, who is now in charge, takes the first two acts at a pace which is leisurely to the point of lethargy. It seems that everything conducted by such as Giulini, Solti and von Karajan have done over the past two decades to reveal of Verdi's mighty historical drama has been forgotten. In these opening scenes Sir Charles appears less concerned with the passions and decisions which deflected the course of Euro-

pean history than with portraying patchy pomp politics. Even the Auto-da-fé is a tame affair, both orchestrally and dramatically. Colin Graham's production, lumbered with a set by Christopher Morley which moves speedily but is at times mightily inappropriate, showed him at way below his best. David Ritchie's resting does little to improve matters, and there are some major miscalculations. One of them is having a bloodstained skirt thrown in the face of Queen Elizabeth as she joins the crowd at the burning. That sort of behaviour at the time of the Inquisition would have had the offender on the spit before he could say "Shish kebabs".

As the evening progresses, and it lasts a little over four hours, Sir Charles's intentions become clearer. They are to show the private faces rather than the public pageantry; in ways the approach is similar to Peter Brook's interpretation of *Antony and Cleopatra*. Sir Charles and his orchestra are at their eloquent best when Verdi is depicting moments of personal grief: for example, Philip's "Ella giunse in terra" movingly sung by Clifford Grant against the background of a huge cross, reminder that the power of the king was dwarfed by that of the church.

Elizabeth's "Tu che la vanità" in the final act was

also accompanied with great sympathy. So it should have been because Josephine Barstow provided the most consistent performance of the evening. Her Elizabeth, an unhappy foreigner trapped in the Spanish court, showed constant attention to Verdi's fine. Elizabeth Connell's Eboli, fierier and rougher in her singing, offered contrast in plenty. The men by their side were less impressive: Tom Swift cut a dim figure as Don Carlos—history notes the Infante but Verdi removed them; Neil Howlett, looked striking enough as Posa, but the part appears to be less tidily for his baritone than some other Verdi roles.

All these singers were familiar in the production. Among the newcomers Don Garrard sakes indulgence for a throat infection. It was unnecessary, his Grand Inquisitor was menacingly projected. Anne Conley made a deeper although obviously feminine Tebaldo. Eldwen Barry's Voice from Heaven was less good enough to suggest that she will, before long, step down from the stratosphere to the stage in this opera.

All too often this Don Carlos, which because Josephine Barstow's performance was so good enough to suggest that she will, before long, step down from the stratosphere to the stage in this opera.

Stage debut for Sheridan Morley

Sheridan Morley, a regular contributor on this page, makes his professional stage debut next month when he appears in *Guilford* as one of the two comrades of *Side by Side by Sonheim*. Michael Parkinson looks after the first half of the week and Morley appears on Thursday, Friday and Saturday. *Side by Side* runs from November 13 to November 25.

New film of The Shape of Things to Come

The new film of *The Shape of Things to Come*, from H. G. Wells's science fiction novel, goes before the cameras in Toronto on October 23. The \$6m production, with Barry Allan Towers as executive producer, stars Jack Palance, Carol Lynley, Barry Morse and John Ireland. It will be directed by George McGowan.

A television series of *The Shape of Things to Come* is due to be made in the autumn of 1979. The film itself should be ready in March.



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Bernard Levin concludes his three-part series on banning in South Africa

How to make your victim vanish from the face of the earth

On Tuesday and Wednesday, I set out the origins, purpose and nature of the South African system of "banning". I want to complete that part of my survey today by giving details of the final means used by the authorities there to ensure that those against whom their vengeance is directed in this manner (who are, in general, the people who have not offended against even the most unjust or broadest of South Africa's laws, but whom that country's rulers fear for their integrity or influence) shall be put entirely out of the minds of those who might otherwise listen to them. I recounted the prohibitions on movement, and on any form of writing or publication, to which the victims are subject. But the rest of South Africa is also subject, whenever any person is banned, to a prohibition against quoting or publishing anything the victim says or has ever said in the past.

This entirely precludes any protest by the banned person, for no newspaper or book may contain any of his or her words. This, of course, constitutes yet another of the multifarious forms of censorship in South Africa (I counted them a few years ago—there were no fewer than 23 forms of restriction on publication), but the hazard involved in this particular device is exceptional, for a book originally published before someone quoted in it was banned may not be published any longer, or republished, after the banning order is served.

Apart from the injustice itself, this means that newspapers and publishers must be continually searching for "forbidden thoughts" for as publishers under the Nazis had to be careful not to publish work containing the words of Jews. Lists of banned persons are not issued, and some orders are not even published, so that a breach of this law, with heavy criminal penalties involved, may be committed unintentionally, and publishers and editors and writers live—as, of course, they are intended to live—in a continuous state of hesitation or even fear. And in addition, there are other groups of people who may never be quoted, whether there is a ban order in force against them or not. One consists of those who have ever been "named" under



Mrs Helen Joseph, with fist clenched (left), passes a group in Johannesburg protesting at her sentence, some years ago.

the Suppression of Communism Act (naming as a communist or communist sympathizer is as arbitrary, and uncontrollable, as banning itself); these include the South African state as it is repugnant, and it is never entirely clear what quality predominates at any given moment. Helen Joseph, the other general category of the permanently unquotable is that of certain men and women who have gone into exile, including almost all the leading black writers.

I have described the nature and incidence of banning at some length; I realize, however, that such descriptions cannot adequately convey what its victims have to endure. Take, for instance, the prohibition against attending any social gathering. What exactly constitutes a gathering? The Act does not say, and early cases brought against banned persons who were charged with breaking the terms of their orders were often decided on the basis that a gathering must be for the purpose of the legislation, something akin to a public meeting. Over the years, however, the scope has been narrowed, and although there is no settled law on the subject (there may be, as a case is going to the Supreme Court on this very

point) a gathering has been defined for a judicial decision as two people, one of whom is the banned person.

Such gatherings are permitted only if they are, and can be proved to be, fortuitous. That is to say, if a victim is out walking or shopping and meets a friend, they may go to a restaurant nearby and have a meal, though they probably cannot go to either of their homes, as one of them would have to invite the other, and for the victim either to invite, or to accept an invitation from, another person might destroy the fortuitous element in the encounter. Certainly such an occasion could not be arranged in advance. (Incidentally, if a banned person meets, quite fortuitously, another banned person, it is a criminal offence even for them to talk to each other.)

There is some support, though it is by no means conclusive, for the belief that close members of a banned person's family may visit him or her, and vice versa, though it would probably be a criminal breach of the order for a victim to attend a family party to celebrate, say his or her parents' wedding anniversary, even if only members of the family were present.

There are other aspects. As a former victim wrote to me, "Banning frightens away a lot of friends—only a few are prepared to risk meeting you, while others don't want to make things awkward—the effect is to increase alienation—you feel disappointed and hostile, even paranoid, since you are always looking over your shoulder whenever you break your ban, for instance keep on writing when you are banned from writing. . . . People can be brutal."

As for the prohibition on writing or publication under a ban, its lunatic and brutal nature may be gauged by an excerpt from another legal opinion, from a lawyer asked to advise what his client might and might not do in the way of writing:

I do not consider that Consultant can write a diary which discusses daily events in South Africa, and I consider that Consultant is prohibited from sorting out files on the ANC and the PAC trials. . . . Consultant may not even write letters except if the deal with topics not in any way mentioned in the (banning) notice. . . . In my opinion Consultant is prohibited from sending press cuttings abroad. . . . Consultant may not write a novel or a religious or philosophical article or humorous story or anything whatsoever. Consultant may not pre-

pare any such publication even for his own purposes and would not be protected by claiming that she did not intend to publish it.

Nor is that the end. Some of the government's most intensely persecuted victims, such as Mrs. Winnie Mandela, have led quite innocently to their friends being imprisoned. Some white women, including Helen Joseph, went individually to visit Mrs. Mandela in the village to which she is confined. They were then arrested and convicted of an offence under the Criminal Procedure Act—yet another new Statute, intended to intimidate still more any possible resisters of tyranny. Their offence was their refusal to testify about their visit to Mrs. Mandela, when their testimony was wanted in order to convict Mrs. Mandela of breaking her ban by seeing them. Mrs. Joseph and another friend of Mrs. Mandela's were imprisoned—Mrs. Joseph at the age of 72. What is more, their imprisonment is not an end of the matter; they can be recharged indefinitely, until they give the evidence the state requires.

It hardly needs saying by now that the system is worse for blacks, and is intended to be. If a factory worker, for

instance, is banned from entering any factory (a standard form of ban), or a teacher from entering a school (another) or a journalist from any newspaper office, their livelihood vanishes at once, and few Africans possess the material resources, or opportunity to take up other work, to enable them to escape destitution in these circumstances. But the final, abominable cruelty consists of South Africa's practice of banning those who have served long terms of imprisonment, when they come out. (In some cases, before they come out.) Dr. Neville Alexander, for instance, a Coloured intellectual who had served 10 years on Robben Island, was banned for five years immediately before being released. John Maroo, who also served 10 years in prison, was likewise banned. Simon Nkomo, after 12 years' imprisonment, was banned and confined to a rural area in which he had never lived. These, and others, are condemned to a twilight existence, without jobs or hope, in some cases having to report daily to the police, though they have served their imprisonment and been released at the end of it.

I have devoted a lot of space this week to this subject, but I do not think it has been excessive. Too often we think we know the full distance to which tyrants can go, though in fact we only know the first step. We have all heard of the South African practice of banning, but I doubt if many of us know exactly what it involves. Indeed, I have by no means exhausted its iniquities in these three columns: I have said nothing, for instance, about the indomitable Mrs. Mary Moodley, a 65-year-old Coloured widow, now serving her fourth five-year banning. Nor have I mentioned the extra suffering of devout churchgoers, forbidden to visit any place of worship (this was done to Chief Luthuli, among others). But I hope that I have effected something of the purpose of this exercise in evil: certainly that what I intended to do, for I think it will do none of us any harm to think a little more about South Africa's system of banning, the life of each of its victims into an individual Gulag existence, for daring to say, when the state demanded that they bow down and worship evil, that they would not.

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Getting bail: has the new law been given a fair chance?

It is now six months since the Bail Act 1976 came into effect and in that time it has attracted strong criticism from magistrates and justices' clerks for the long delays that some of the new procedures have involved. The most serious attacks, however, have come from the police, who have claimed that it has resulted in hardened criminals being granted bail and committing further offences while on remand.

Chief Supt. John Wilkinson, at the Police Superintendents' Association conference last month, criticised the Act for "making it almost impossible for an accused person to be kept in custody, however serious his crime". He said that it was producing "an atmosphere in which the policeman was becoming increasingly frustrated and was wondering whether it was worth risking his life to catch violent criminals".

Sir David McNeen, the Commissioner of the Metropolitan Police, in his evidence to the Royal Commission on Criminal Procedure, said it was too early to evaluate the effects of the Act but thought it was likely to exacerbate the unsatisfactory position which existed before it came into force. He was concerned about the number of professional criminals who, by being given bail, were encouraged to engage in further crime so as to make financial provision for the future of themselves and their families.

For example, of the 230 people arrested for major crimes by the robbery squad between January, 1976, and September, 1977, 52 (22.6 per cent) of those were persons already on bail," he said. "Since the provisions of the Act make an application to oppose bail much more difficult to sustain I fear that the problem will be exacerbated."

But does the Act make it harder for magistrates to refuse bail to dangerous criminals? The Magistrates' Association and the Justices' Clerks Society certainly do not think so, and nor do many magistrates. In recent discussions with a number of magistrates and court clerks, the Times did not find one who thought that his power to remain in custody had been seriously impaired.

Although the Act creates a legal presumption in favour of a defendant getting bail, it allows magistrates to refuse bail if they have "substantial grounds" for believing that the defendant will not turn up for his trial, will commit a further offence while on bail, or will interfere with witnesses, or otherwise obstruct the course of justice. A man can no longer be refused bail solely because of the seriousness of the offence with which he is charged, his previous convictions or because he is of no fixed abode, although these considerations may be taken into account.

Most magistrates and justices' clerks appear to think that the principles of the Act are sound and that it contains adequate provision for remanding defendants in custody when necessary. Many also approve of the new requirement, brought in under the Act, that magistrates must state their reasons when refusing bail.

Dr Douglas Acres, chairman of the Rochford magistrates' bench, said: "Having to put your thoughts into words helps to formulate them more clearly, and knowing that they will be open to public scrutiny concentrates the mind wonderfully." Mr Brian Harris, Clerk to the Justices at Poole Magistrates' Court, also welcomed the Act and called it "a great step forward". He thought the new criteria for refusing bail were the right ones and that they directed magistrates' minds to the relevant questions.

"In the past, magistrates have given bail on occasions to professional criminals who were likely to re-offend and some times refused bail to the inadequate and homeless. This was because they were not

addressing their minds to right questions."

The fact that someone previous convictions or homeless was not a reason itself for refusing bail but only relevant if it led you to suspect that they would commit further offences or obstruct justice, was a welcome change, he said. The aim of the law was not to let more people on bail, per se, but to let right people out.

Mr Philip Dodd, Clerk to Justices at Manchester Magistrates' Court, said he thought the Act also concentrated the minds of the police and prosecution. "The police are being forced to make more careful reasons why bail should be refused," he said.

He thought the Act had a little difference to the quantity with which bail granted in Manchester because the magistrates there had always been reluctant to remand people in custody. "But I think the Home Office felt that where some areas of the country where the Act was necessary and about by the failure of magistrates to consider adequate objections to bail before granting it," he said.

The lack of discrimination shown by some courts in remanding bail was also thought by Billy Strachan, Clerk to Justices at Clerkenwell Court, London, to be the reason the Act.

"To some extent, this was necessary and about by the failure of magistrates to consider adequate objections to bail before granting it," he said. That was a public procedure brought in under its rules. These rules require that a record is kept and that all defendants are given a copy of the record for their case.

The new procedure designed to enable the Home Office to collect statistical data on how many people abscond or commit further offence while on bail, and to provide defendants with the reasons for their being refused bail, was being seriously delayed. They maintain that those defendants who are granted bail—the vast majority—do not want a copy of their bail record, and that the copies litter the steps of the courts.

It is a pity that the Home Office will not be able to match up the bail record with the crime records to produce any meaningful results. The National Council for Civil Liberties and the National Association for the Care of Criminals, which have welcomed the Act, are worried that the largely justified complaints about going to discredit an Act which has introduced important overdue reforms. They are concerned that, coupled with the police criticisms which they are not substantiated, the complaints could lead to pressure on the Royal Commission to recommend modifications to the Act, thus turning the clock back several years.

It does seem that confusion is developing in the public mind between the substance of the Act and the bureaucratic paraphernalia surrounding it. The long delays, yet the principles of the Act have been useful and that the police criticisms are based on a misunderstanding. "They have considered the width of the Act. The powers to remand in custody are considerable," he said.

It would be a pity if the Act were discredited by this confusion and the healthy public thrown out with the bureaucratic bath water.

Annabel Ferriman

Referendums: carrying on where Balfour left off

At the time, 1910 seemed to be a pretty bad year. The problem of how Ireland should be ruled would not go away. Women in revolt were resorting to violence in order to try to win the right to vote. Above all, Lloyd George's dramatic budgetary proposals had provided the spark which ignited a fundamental clash between the House of Commons and the House of Lords. While Conservatives fretted impatiently on the opposition benches, the Liberal Government seemed determined to upset the traditional constitutional balance.

During the second general election campaign to be held in 1910, the Conservative Party enthusiastically endorsed a new constitutional proposal put forward by their leader, Arthur Balfour. He argued that the powers of the House of Lords should remain substantially unchanged, but that if the House of Lords should reject any major Bill passed by the House of Commons, the Bill should then be submitted to the electorate in a referendum.

At that election, Irish votes maintained the Liberal administration in office, but Conservative leaders continued to advocate the use of the referendum as a means of introducing an element of stability in a swiftly changing constitutional scene.

On May 8, 1911, Arthur Balfour introduced a new clause during the report stage of the Parliament Bill. It read:

"A Bill which (a) affects the existence of the Crown or the Protestant Succession thereto; or (b) establishes a National Parliament, or Assembly, or a National Council in Ireland, Scotland, England or Wales with legislative powers therein; or (c) affects the qualification for the exercise of the Parliamentary franchise or affects the right to vote at any Parliamentary election, or affects the distribution of Parliamentary seats or (d) affects the constitution or powers of either House of Parliament or the relations of the two Houses one to the other; shall not be presented to His Majesty for royal assent until it has been submitted to a poll of the electors and approved at such a poll in accordance with the Schedule of this Act."

In an impassioned speech, which he delivered before leading a United Conservative Party into the lobby in support of his amendment, Arthur Balfour declared: "In the Referendum lies our one hope of getting the sort of constitutional security . . . which other countries now have."

Arthur Balfour's amendment has substantial relevance today. Even if one sets aside the constitutional problems posed by this country's membership of the European Economic Community, a multitude of other constitutional issues have recently acquired an unusual prominence.

The Scottish and Welsh national parties only exist in order to loosen the links that bind the United Kingdom together, the single issue which unites all factions of the Liberal Party is a passionate yearning for the tantalizing delights of proportional representation. At Blackpool, delegates to the last Labour Party conference were plainly more anxious to abolish the House of Lords than they were to support their Government's economic policy.

Meanwhile, fundamental constitutional issues have only too often become political trinkets to be bartered for short-term support. The Liberal Party have blatantly proclaimed that they will sell their support in a hung Parliament for a pledge on electoral reform; the Conservative Party have been reduced to a mere bargaining chip for the Liberal Party's support in the House of Commons.

Under the circumstances, it is not surprising that the Conservative policy committee on the referendum should say in its report, *The Referendum and the Constitution*: "We decided to start our considerations where Balfour left off 67 years ago." It is also not surprising that the contents of the Constitution (Fundamental

Provisions) Bill proposed in this report should bear a striking resemblance to Mr Balfour's amendment.

Will the Conservative Party support these proposals? There can be no doubt that a certain degree of cultural shock still has to be overcome. At the general election of 1970 all three principal party leaders denounced the use of the referendum. Indeed, denunciation of the idea of referendum was part of orthodox Conservative dogma until Margaret Thatcher neatly lifted the Conservative Party off the hook of outright opposition, in her first parliamentary speech as leader of the Party, on March 11, 1975.

Certainly there are some Conservatives such as Terence Higgins who argued in *The Times* *The Case for Resisting Referendums* (September 27, 1978), who still oppose the whole concept, despite the fact that referendums at a local or national level are used from time to time in virtually every major democratic country in the western world.

On the other hand, an increasing number of Conservative colleagues have been disturbed at the comparative ease with which the Labour Government set about introducing major constitutional changes, even though it only gained 39 per cent of the votes cast at the general election, and

received the support of a mere 28 per cent of those entitled to vote.

It is arguable that the introduction of proportional representation, a measure which has caused such a degree of cultural shock, should be preceded by a referendum of allowing a bare majority of the players on the field to change the rules of the game while it is still in progress. Thus many of the most fervent supporters of proportional representation are willing to concede that a referendum must be held before proportional representation is introduced—and after the House of Commons has selected the electoral system to be adopted.

Meanwhile, there should be more general support for the policy committee's proposal that an independent referendum commission should try to establish ground rules for the conduct of future referendums, well before the campaigns actually begin.

We should recognize that in future the problems of fairness and balance will be very much more difficult to resolve than they were during the EEC referendum. Then there were two well-defined groups, faced with a well-defined question. By and large it was easy to make a fair allocation of broadcasting time and government money between the two umbrella organizations.

In any future referendum it will be more difficult to see that there is a proper allocation of broadcasting time and information facilities. For example, some supporters of the Scottish and Welsh devolution Bills will argue that these measures are only a step towards their goal of total separation. They cannot easily share a platform or a television studio with politicians who back the Bills because they believe these measures will delude the argument for independence. Indeed, in any foreseeable referendum, it is difficult to see the opposing forces gathering themselves into tight compact groups.

Clearly there is growing acceptance of the fact that the referendum has a place in the procedure for legitimizing major constitutional changes, and as the committee's report put it: "We should not lightly dismiss the possibility of more effective consultation of the people by Government." As one member of the committee wrote: "Political attitudes which reflect the views of the people as a whole are often teaching of popular preference, populism to unpopularity."

Philip Goodhart
The author is Conservative MP for Bromley, Beckenham.
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SAMARKAND DIARY

Tourists fill the golden road to Timur's city

Samarkand, like Petra, is for ever fixed in people's minds by a single phrase. But the Golden Road to Samarkand is filled now not with pilgrims but with tourists, who come to the city of Tamerlane to see the mausoleums and monuments of the man whose might inspired awe even in far-away Elizabethan England.

Like Petra again, Samarkand is a city "half as old as time". The Soviet authorities have decided, rather arbitrarily, when this ancient settlement on the silk road to China was founded, and in 1970 celebrated its 2,500th anniversary. Bukhara, Samarkand's historic rival just down the road, has now traced back its origins to 3,000 years ago. And Samarkand, the tourists are told, is really probably far older than the posters proclaim.

In 1361 Tamerlane, or Timur as he was otherwise called, made Samarkand capital

of his empire. Timur means man of iron—ironically similar to the adopted name of a Soviet ruler many years later. It is still Tamerlane's city. All the blue-tiled mausoleums of his family remain as beautiful and vividly blue as they were 600 years ago. His own magnificently restored mausoleum dome is the symbol of Samarkand.

Tamerlane was succeeded by his grandson, Ulug Beg, the astronomer who constructed an observatory where for 20 years he made observations that for many years remained the most scientifically advanced in the world. Both men are still revered by the people of Samarkand and by the Soviet authorities.

Four-day warning

Indeed Ulug Beg conveniently fits in with the Soviet interpretation of history and quite a cult of his personality reigns in Uzbekistan. He was a scientist and generally held to be a wise ruler, "a progressive" as the tourist guides remark. He

was murdered, as Soviet authorities correctly point out, by his dangerously progressive views by Muslim reactionaries.

Children in Uzbek schools learn about Ulug Beg and Tamerlane. A well-equipped museum has been erected on the site of the old observatory with its gigantic sextant which was rediscovered in 1908 by the Russian archaeologist, Professor Vyadkin, Russia's equivalent of Howard Carter. Local national identity and pride are encouraged to identify Ulug Beg as an Uzbek hero.

There was a terrible scandal in 1941 when it was decided to open the tombs of Tamerlane and his grandson. Religious feeling was outraged—especially as legend had it that he who possessed Tamerlane's bones would be invincible and for generations the population had guarded the graves against robbers. Though one entered succeeded in opening the ceremonial false tomb in the mausoleum, he did not realize that the body itself was hidden below in a secret crypt.

The archaeologists in 1941 X-rayed the bodies, analysed the fragments of clothing found in the coffins and concluded

that these were indeed the bodies of the mighty rulers. One skeleton showed a cracked right knee-cap and signs of a withered arm. And Timur was always described as a lame man with a withered arm.

The other skeleton had a broken neck, and showed signs of having been decapitated. It was Ulug Beg. The scientists wrote out their report in Russian, Uzbek, French and English and sealed it in a glass tube which was replaced with the bodies in the coffins. On Tamerlane's tomb there is an inscription warning the living that if his grave was ever opened the world would tremble. Four days after the scientists unsealed it in 1941, Germany attacked Russia.

Samarkand is an oasis amid poor scrubland and desert. In the days of obscurity that followed the decline of the empire, the city's wealth was in its sheep, that produced the famous astrakhan pelts. Astrakhan, tight black and curly, is used for elegant hats and coats, and production of these valuable pelts is still a mainstay of the regional economy. In Samarkand there is one of the institutes for the breeding of caracul sheep.

number of tourists to walk up a flight of steps. Pilgrims were once promised salvation if they could correctly count the number of steps.

The guides take their function of knowing more than just the diameters of the cupolas seriously. Tourists expect the 28 guides in Samarkand to undertake original historical research during the slack winter season. Some have set about teaching themselves Arabic and Persian; others spend weeks in libraries and read papers to seminar groups of their colleagues. The effect is admirable; a guided tour can indeed recreate a picture of the glory that was augmented if you go to the son of Timur's son, still the only one in the Soviet Union).

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Research into the conditions for improving the pelts is more difficult than it appears because good pelts have to be taken from the lambs only a day after their birth, and certainly not later than a week. The softest and most expensive pelts come from lambs born when both mother and lamb are killed. Any research into feeding conditions and cross-breeding has to be conducted before the research object can be seen.

Samarkand's institute has 250 workers who travel round the breeding farms. It owns its own experimental farms and produces many different cross-breeds whose pelts are brown, white, mottled or even pinkish (the standard ones are black). Diet is also important. If caracul sheep have too much grass or too rich a pasture their

pelts will not be characteristic curly.

Demand for astrakhan has soared. Uzbekistan produces about two million pelts a year



pelts will not be characteristic curly. Demand for astrakhan has soared. Uzbekistan produces about two million pelts a year

—a third of the total Soviet production. Flocks are found in the desert areas of Central Asia, and the pelts make valuable exports. The Americans bought most before the war, though the Germans now in the lead.

Within the Soviet Union the pelts are used as trimmings on coats. The military demand is high as senior officers' papakhas—are made from astrakhan.

Such traditional occupations as sheep rearing still remain basic of the ancient city economy, though in recent years because of the demand of a big city of nearly half a million inhabitants, the usual developments have created a fairly typical Soviet town on the outskirts of the historic centre.

But for tourists the city is a place of majesty that is extremely dry climate enhances. It will undoubtedly become a big tourist centre (when a few more hotels are built—on an urgent need at the moment). For the Russians, it may not be golden but at least it can be paved with luxury.

Michael Binyon



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LETTERS TO THE EDITOR

THE AGREEMENT ON NAMIBIA

The Western Powers will have difficulty in persuading the United Nations that the compromise reached in their foreign ministers' talks with the South African government on Namibia is anything but eyewash. What emerges from the communiqué yesterday is that South Africa under its new hardline Prime Minister is determined to go ahead with elections in the trust territory on its own terms in the ground that the UN plan is both unacceptable and impracticable. The probable outcome is that the multi-ethnic white-ruled Turnhalle Alliance will win because the Swapo nationalists (regarded by the UN as the only true representatives of Namibia's people) will refuse to attend. Only if they changed their mind would some other conclusion be possible.

Such elections, as the five western ministers told Mr Pieter Botha, will not be accepted. This means that the new Namibian government in Windhoek will not be internationally recognized, any more than was the rump (unless some maverick state breaks the code of international respectability). Mr Botha's concession, hailed with delight by Dr Owen and the others, is a promise to urge the new independent Namibian regime to restart talks with Dr Waldeheim, or Mr Martti Ahtisaari, with a view to legitimizing it in UN's eyes. UN terms for

such recognition are certain to be elections held under precisely the same conditions (invitation by a large and obnoxious UN military and civil presence) that Mr Botha has turned down. The question is, therefore, why Mr Mudge (the probable future head of government) and his black and white colleagues should accept what Mr Botha rejects.

On the face of it, the incoming government will be unlikely to jump at the idea, since UN-supervised "free elections" would be designed to show that the previous "internal process to elect leaders" had returned the wrong answers, rather than confirm them in office: to prove that the new leaders were elected under the intimidation of South African bayonets, and that the polls are guarded by UN bayonets Swapo is the free and popular choice. South African opinion considered that a large UN presence (not as large, admittedly, as Pretoria first feared, and scaled down to strong objections from Swapo itself) would impress black electors with the conquering power of the outside world as opposed to their former and retreating rulers. For the UN nevertheless to enter in force after the new government had been elected would, by the same token, be even more morally impressive. It would amount to the admission by the new government that it had been illegitimately elected. Governments seldom admit this, however true it may be.

It will be inconvenient, though not totally disabling, for the new

Namibian government not to enjoy world recognition. For this reason they may well talk to UN officials in the way prescribed by the communiqué. Herein lies, perhaps, the inner beauty of that document. So long as Mr Mudge (or somebody like him) undertakes to discuss the "internal election of leaders" as opposed to some presumably external election, the United States, France, or even Britain, can offer colourful reasons for vetoing the sanctions on South Africa which have been canvassed as retaliation for the sort of obduracy Mr Botha has shown. With help from Windhoek and Pretoria such stalling tactics could go on for some time—so long as western nerve held under Marxist-Afro-Asian pressure.

But all this may prove only the lighter side of the Namibian crisis. The darker side is that an exasperated Swapo may petition for Russian and Cuban force to tip the scales in a border war that, until the recent truce, tied down 25,000 South African troops. It would be a great risk for the Soviet-Cuban axis to get involved. Yet to refuse might disillusion that clientele throughout Africa which now looks to this blood brotherhood for support, impressed by its prowess in Angola, Ethiopia and elsewhere. If the Russians felt constrained to respond, a step of fateful importance would have been taken towards great power confrontation over the final solution in southern Africa.

Are universities the graveyard of free enterprise?

From Professor Ivor H. Mills

Sir, It is unfortunate that Paul Johnson in his first article (October 11) misread my sign. He makes the same mistake that was made 10 years ago in assuming that the universities per se were the cause of the unrest which was associated with them in the late sixties.

To actual fact they served originally as the focusing point for young people. Undoubtedly young people throughout the sixties became progressively more disturbed. The unrest was subsequently followed in any of the places where large numbers of young people gathered together. Today the violence is mostly associated with crowds at or leaving football matches.

If Paul Johnson were to check up on the University in Paris which became so famous in 1968, he would find that it had reverted to orthodox, respectable methods, including examinations, and this in spite of some of the writings of 1968 being now on the staff. Some changes wrought in the teeth of the rebellion in the past decade have remained in universities everywhere but the unrest has passed and once again academic pursuits prevail.

The hostility of young in revolt was only by chance first seen at the universities. The source of the disturbance was in the very nature of our modern society. It demands more and more of the human brain in academic, technical, and scientific work or in coping with changes in the mores of society, the brain copes with these demands only by attaining higher levels of excitement or arousal.

For the young, who are endeavouring to grapple with adulthood and plan their future pattern of life, these extra demands may be too much. When the brain, in a state of high arousal, meets with frustration, tolerance may then ensue.

Some of the greatest demands upon us in our over developed societies are seen as the result of intense international and intranational competition. The very basis of capitalist wealth depends upon such intense competitive squeeze.

Either we must more efficiently increase production with the risk of decreasing jobs, or more and more demands are made upon the individuals. Some trade unions are certainly fighting to get an unfair share of the cake because society needs them.

At times they are putting quite unjustified pressures on other members of society, but in their struggle to really make a difference from the two which demands more and more of the individual to raise the profile of the individual strain on the human brain of working at a constant rate, keeping up with machinery geared to go relentlessly on. How much satisfaction is there in a day of such work?

Our modern society reveals to all the rewards of affluence. "Taking the waiting out of waiting" has laid huge burdens on many young families' necks. Vast profits and high percentage growth rates can only be maintained so long as enough people earn, or borrow, enough money to pay. This burden

on young families leads to strains, to friction, to arguments and to the divorce courts.

The road to the Dark Ages comes, Paul Johnson, not from too many people denying the capitalists' wealth but from human beings being excited and cajoled to drive themselves ever nearer to the limit of tolerance.

Yours faithfully,
IVOR H. MILLS,
Professor of Medicine,
University of Cambridge,
Clinical School,
Addenbrooke's Hospital,
Hills Road,
Cambridge,
October 18.

Concern over pollution

From the Chairman of the Committee for Environmental Conservation

Sir, This Committee, of which I am Chairman, coordinates some 20 of the major and long established voluntary organizations working on the national level on environmental issues. These organizations themselves represent a large number of individuals, working to improve the local and national environment.

Yet Mr Paul Johnson (October 12) condemns all of us working in this field as "ecological fanatics", and asserts that most of the necessary anti-pollution and conservation measures were introduced before the organizations on this committee were formed.

I do not think most of the people in this country would agree with this view. There is still concern over both water and air pollution, the environmental effects of new roads and of heavy lorries and mineral extraction; the continuing debate over the relationship between nature conservation and agriculture and the sincere concern over some aspects of nuclear power such as waste disposal.

All these concerns are based on perfectly rational, scientific, well argued grounds, as even our opponents will usually admit. And it is with cases argued in this way that we shall continue to press for improvement in environmental standards and policies, where they fall short. In sum, wherever Mr Johnson's "ecology panic" is, it is not in this office, or in those of our members.

Yours faithfully,
CRAIGTON, Chairman,
Committee for Environmental Conservation,
29 Grafton Street, ECL
October 13.

From Mr M. A. Williams
Sir, Paul Johnson's claim that the "ecology" opposes growth is false. The most recent supporters' bulletin of Friends of the Earth states "The central goal of the environment movement has become the development of a mature pattern of growth... (that) ... would select with care which activities should grow (solar energy, recycling) and which should be positively curtailed (pollution, wildlife exploitation)".

A Labour Party subscription

From Mr Roy Jenkins

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Last Friday *Tribune* published a paragraph saying that my husband was three years in arrears with his Labour Party subscription and that I was four years. It was based on a statement from an official of the Labour Party, who had added as a comment in indignation that he had called eight times and found out, which is not perhaps surprising as we necessarily live most of our time in Brussels.

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National Health Service dispute

From the Chairman of the Management Side of the Professional and Technical Staffs B Whitley Council

Sir, As Chairman of the Management Side of the National Health Service Whitley Council involved in negotiations relating to the present dispute, perhaps you will allow space for me to deal with a point of fact in your first leader of October 19. You say that it seems that Management made no attempt to pursue the idea of a productivity agreement until a few days ago.

In fact, an agreement has been in force since January 1, 1972, which allows maintenance supervisors to earn allowances of up to 15 per cent of their basic salary if they regularly contribute to incentive bonus schemes. These allowances would be payable on the salaries referred to in your leader.

The Management Side wrote to the Staff Side before the present industrial action started and invited discussions on improvements to the 1972 agreement. It is the view of the Management Side that a new agreement could be negotiated which, in effect, would increase the number and average rate of these allowances to supervisors and would more than compensate for the overlap you mention at the bottom of the scale.

On the question of the effect that this dispute is having on patients, and on waiting lists, the Management Side has constantly urged the Staff Side to advise its members to resume normal working while negotiations continue in an attempt to find a solution acceptable to both sides.

The Whitley system exists as a means of settling disputes without recourse to industrial action. The Management Side has continued to negotiate even though industrial action is taking place.

Yours faithfully,
RACHEL KELLY,
86 Hollycroft,
Hinckley,
Leicestershire,
October 19.

Satanic mills

From Mr R. B. Cruise

Sir, In his address on the threat of the universities to our economic system Paul Johnson refers to the "dark, satanic mills" of the industrial revolution. But when writing of the Mills of Satan Blake did not mean the first factories; he meant the centres of unholy ideas, the antithesis of the mills of God. And as Blake elsewhere mentions the "ignorant hirelings" in the University of those "whose delight is in destroying", his thoughts of so long ago apply foreshadow those of Paul Johnson today.

Yours faithfully,
R. B. CRUISE,
3 Albert Road,
New Milton,
Hampshire,
October 11.

Trade union myths

From Mr K. R. Thomas

Sir, I relish myths, particularly those which provide more enjoyable versions of history. It's not surprising, therefore, that I applaud the attempt of your correspondent, Mr Peter Hennessy, in his article on Tuesday (October 17), to add to trade union mythology (an area of history filled with gloom). Mythology to survive must not, however, conflict totally with ascertainable fact.

He refers to a bet I made with a "catholic member of the General Council" that I would include "Dies Ira" in a speech at TUC Congress this year. Diligent myth killers are at present trying to find this non-existent catholic punter on the General Council.

They will fail, as, as a consequence, it is unlikely to join the ranks of more long lasting trade union myths such as the Topsy-turvy riots and placed in the dubious category together with the personal myth of the "savage" Mr. Routledge, as expressed in his reports over the past few months, that a deal is imminent between the General Council of the TUC and the Labour Government on incomes policy.

In the Civil Service the gloomy truth is that unless we can get full, fair comparison pay settlements which will give my members the same rates as those already in payment outside the Civil Service, there will be massive industrial action.

Yours faithfully,
KENNETH THOMAS,
General Secretary,
The Civil & Public Services Association,
215 Belham High Road, SW17,
October 17.

Lapse in logic?

From Mr Peter Smith

Sir, There is nothing wrong with the logic of a man who votes Labour yet regrets the abolition of grammar schools. Overall support for a particular party at the ballot box has never implied wholehearted commitment to every item of its programme.

So Professor Bellof is wrong to attribute to the new Master Ballot a lapse of logic. Rather, the fault lies with Professor Bellof, who seems to think that one's view of a party's education policy should determine how one votes.

This strange presumption is widespread among academics, but is none the better for that.

Yours faithfully,
PETER SMITH,
Department of Philosophy,
The University College of Wales,
Aberystwyth,
October 18.

Are universities the graveyard of free enterprise?

From Professor Ivor H. Mills
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WHY COUNCIL HOUSES COST MORE

The average house built for sale costs at least 20 per cent less than a comparable council house. Part of this difference can be accounted for by special factors: the provision of housing as a public service; council housing in Britain has rightly never been bought of merely as minimum shelter for the underprivileged. Specially in cities, there are often good social reasons for developing sites where land and clearance costs would deter any private builder. The fact thatarker Morris standards are higher than those adopted in any private schemes should help to guarantee councils against the risk of building homes that will look like slums to tenants with higher expectations a generation hence.

But in practice the disparity costs often provides no such guarantees. Many councils have erected dwellings which look like slums at ten or fifteen years old; peculiar misjudgments have been made about the running costs and durability of new housing. A report published this week by the Development Management Working Group gives many reasons why so much money is wasted on products of acceptable quality. The report says all the more force because it is not an indictment drawn up from outside the field of local government: most members of the group are local officials and councillors of different parties. If closely involved with housing problems.

The most obvious explanation for the difference in cost is that commercial builders live dangerously and councils do not: if an estate built for sale does not find a market, and quickly, the builder must go bankrupt. It is also true that councils live dangerously in a different way: they have the resources to act on a giant scale, so that their mistakes are more spectacular (as well as being permanently hung round their necks in their role as landlords). In the past they were often encouraged from above to make experiments in building technique and forms of dwelling. This misadventure pursuit of thrift has incurred heavy costs where the experiments have been unsuccessful. The borough of Easington, for instance, may have to spend £16m to keep the water out of houses built in the 1960s.

Relieved of the discipline of a market, councils are often more enterprising than the entrepreneur. The latter tend to build a standard product that they know will sell, while the former are more likely to vary their designs in a praiseworthy attempt to avoid oppressive uniformity. But often the effort raises costs unduly. Projects take too little account of the desires of the customer—who is in one sense the future tenant, in another the housing manager whose job will be to ensure that the building remains an attractive place to live for years to come. The report recommends making comparisons with low-cost private housing as a guide to what families really

want; it might have added that councils could do more to find out about the preferences of their own tenants.

Again, the market compels the commercial builder to keep in view the total cost of a project in relation to what it will fetch. The comparable process in the public sector is normally too fragmented. Actual building costs are closely controlled (according to national, not local, standards), but land acquisition, professional fees and interest charges are seldom reviewed all together so that a worthwhile comparison can be made between the overall costs of alternative proposals. Councils are too prone to hold on to land they have bought but cannot use, as if interest charges were not real money. This fragmentation of oversight can be minimized if one official, a development manager, has continuous responsibility to monitor each development from start to finish.

Most of the group's proposals are, as the report says, "plain common sense". Most of them have been

BIM sees productivity as key to pay flexibility

By Patricia Tisdall
Management Correspondent

An extension of genuine self-financing productivity agreements together with the establishment of a new body to deal with pay anomalies should be incorporated in any new pay policy, says the British Institute of Managers.

Mr Roy Close, director-general of BIM, called yesterday for an "authoritative and impartial" body to deal with anomalies in pay. This, together with an extension of the proper use of genuine self-financing productivity agreements, are key elements which both managers and trade unionists are seeking.

The two considerations should be central to the current

talks between the TUC and the Government on pay policy, Mr Close told BIM members at West Bridgeford last night.

Given "that sense of responsibility we have heard so much about", the two suggestions could get us out of the impasse over the 5 per cent pay guidelines without wrecking the essential concept of the need for pay restraint," he said.

Managers who are worried about the current deadlock between the TUC and Government believe that there is an urgent need for a framework within which responsible negotiation can take place.

"The use of crude norms over a period of three years with no apparent end in sight has led to a loss of pay flexibility and the growth of serious anomalies," Mr Close said.

"This, as we know from bitter experience, is an explosive mixture, and if we are not to destroy hard won improvements, we must relate earnings more to increases in productivity within an agreed regulating procedure."

A plea to the unions to exercise responsibility in their pay claims now that they have rejected the Government's 5 per cent policy has also been issued by the Confederation of British Industry. Announcing that the CBI was to meet Government ministers to discuss wages policy next week, probably on Thursday, Mr John Greenborough, the president, said that both employers and Government were helpless in the face of excessive union-backed pay claims.

The Government has done

all it can to influence public expectations and managers in industry are standing firm so far. But "nobody denies the unions' power to wreck the progress we have made on inflation," he said.

Employers describe the pay claims of 20 per cent and over being registered by the CBI's data bank as "quite irresponsible". The CBI says that the consequences of a flood of high wage settlements without a corresponding rise in productivity would be catastrophic.

Employer representatives want early moves to get reforms under way as soon as possible. They are keeping a 24 hour watch on current developments but have not been told about the outcome of the talks between TUC leaders and ministers earlier this week.



Mr Roy Close: "Sense of responsibility needed."

New Polaroid plant to employ 1,500 in Eire

Polaroid Corporation is to establish a new company, Polaroid Ireland, which will employ 1,500 people producing its instant photographic products at Newbridge, near Dublin.

"In terms of employment this is the largest new manufacturing project ever attracted to Ireland," the Industrial Development Authority, which conducted the negotiations, said yesterday. It also announced a second, £1 million factory project involving another American company.

Polaroid Ireland will give Polaroid, based in Cambridge, Massachusetts, additional manufacturing capacity within the EEC.

Its new Irish subsidiary will export to Polaroid marketing companies and distributors in Europe and other parts of the world.

Initially it will make cameras

designed to use Polaroid SX70 instant film. Film will also be made at the plant.

Site works for the 300,000 sq ft factory are to begin before the end of the year, and production is planned to start early in 1980.

The development authority also announced that Leeds and Northrup of Pennsylvania is to establish a factory near Dublin to make industrial recorders and ancillary instruments for export. Leeds and Northrup's film Irish plant will begin production in December.

In common with other companies exporting all or most of their production from Ireland, Polaroid and Leeds and Northrup will benefit from one of the most potent tax incentives for industrial investment in Ireland—complete freedom from tax on export-generated profits until 1990.

British Datsun dealers optimistic about share of export market

From Our Correspondent

Mr Fletcher flew into Tokyo last week in defiance of a Nissan request not to come.

Some 140,000 Japanese cars were sold in Britain last year, a 10 per cent share of the market. Datsun's share is 6 per cent.

In response to British pressure the Japanese Government promised not to export more cars to Britain this year than last. The trade ministry has instructed makers not to ship any in October.

"We are panic-stricken about these decisions," said Mr Fletcher. "We have lost 10 per cent of our market since the start of the year and have only one month's supply in stock while other Japanese dealers have two to three months' stock."

"These measures were supposedly taken to protect British car workers, but in

fact the percentage of the market we lost has gone to European dealers. I told Mr Dell (the Secretary of State for Trade) this would happen, and he replied that he didn't care so long as it wasn't Japanese cars that were sold."

"This is obviously a political decision. If there are to be foreign car sales in Britain it should be an equal percentage for everyone, not just Datsun. We created our 60 per cent share of the Japanese car market in Britain and we want a fair allocation in 1979. We want our 10 per cent loss reinstated."

Nissan Motors is at a loss whether to listen to the British car dealers and sell them the volume they want or follow the British request to cut back.

Japan and Britain have agreed to hold a two-day car industry conference in London in November.

Computer chip technology 'fears absurd'

Forecasts that the new silicon chip technology, with its development of microscopic transistor controls for industry, could cost millions of jobs were described today as the work of "latter day Luddites".

Mr Jack Hadwin, Manchester City Council's director of industrial development, told a press conference that the fears were "totally absurd".

He announced that the cities of Manchester and Salford, the Trafford local authority, the universities of Manchester and Salford and the University of Manchester's Institute of Science and Technology had joined forces to persuade the National Enterprise Board that Britain's "computer chip" industry should be established in the area.

A nine-page submission is being sent to Sir Leslie Murphy, chairman of the NEB, with copies to the Prime Minister, the Secretary of State for Industry and local MPs.

EEC economic report foresees gradual upturn with 1979 real growth at 3.5 pc

Brussels, Oct 19.—A gradual upturn in economic activity in the European Community is seen by the European Commission in its annual report on the economic situation, which also projects a real growth of 3.5 per cent in the Community's Gross National Product for 1979.

The Commission adopted the report yesterday and will publish it tomorrow, a Commission spokesman said.

Some details made available clearly showed that the Commission now expects a marked improvement in the EEC's economic performance next year.

In fact, the latest GNP growth projection of 3.5 per cent is above the 3.1 per cent that was given only a fortnight ago in connection with Commission papers for the November 9 conference between officials of the Commission, national Governments and social partners on EEC unemployment problems. The 1978 growth could be 2.6 per cent, up from

2.3 per cent in 1977, according to the report.

Only yesterday Mr Fred Bergsten, the United States Assistant Treasury Secretary, noted that an improvement in economic growth outside the United States and a slowdown in United States growth next year could help the dollar by improving prospects for American exports and thus help reduce America's trade deficit.

Mr Bergsten made this remark after a call on the Commission for talks on export credits.

In its annual report, the Commission noted that the upturn in the Community was "gradual" rather than "spectacular".

Important progress may be made on prices and the EEC's external account, the Commission report said. For 1978, the average inflation rate in the Community is expected to be 6.9 per cent and for 1979 it may be near 7 per cent.

The 1979 external trade

balance of the Community is likely to produce a surplus of 8,300m European Units of Account (EUA).

The Commission also expects an 8,300m EUA current account surplus, up from 1,700m in 1977. A dollar equivalent for the EUA was not given, but previous reports on the 1978 current account spoke of a surplus of \$10,400m, up from \$1,900m in 1977.

The Community's current account balance appears to be heading for a better equilibrium, the report said. Some key member countries such as the United Kingdom, France and Italy had managed to reduce significantly their previous deficits or to turn the deficit into a surplus—such as Italy, where a current account surplus of \$5,700m is now expected.

But Belgium and The Netherlands, which have been surplus countries on current account in the past years, seem to be heading towards small deficits.

Foreign earnings of construction industry up 20pc

Overseas earnings of the British construction industry went up by more than 20 per cent last year, according to figures released yesterday by the Department of the Environment.

These show that overseas earnings of the industry and its related professions and suppliers totalled about £2,600m in 1977-78—a rise of £440m on the previous year.

Consulting engineers, architects and surveyors contributed some £380m. Export sales of building materials, plant and machinery amounted to £1,800m while most of the balance came from British contractors working abroad and from their overseas branches and subsidiaries.

The Middle East remains the most important market for British contractors working overseas, and accounted for over half of all new contracts won in the region.

A considerable proportion of the £1,026m worth of new contracts were in the United Arab Emirates.

In Europe, contracts more than trebled, reaching £272m in 1977-78. After the considerable headway made in the region in the preceding year, new contracts were sustained last year at £139m.

New contracts in Africa increased to £543m, compared with £362m a year earlier, but the value of new contracts in Asia fell.

Grindlays

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Banking on Grindlays means more than taking advantage of the Group's network of branches in some 35 countries. It means working closely with our specialists in such fields as export finance, foreign exchange, eurocurrency finance, and corporate banking. They take full advantage of the regional knowledge and support provided by over 200 Group branches and offices located in most of the major world markets. This teamwork provides the right financial products and packages at the right time.

Members of the Group's Export Finance Department discuss various forms of ECGD finance with a major U.K. exporter. The Group can now handle ECGD buyer credit business in U.S. Dollars or Sterling and can also arrange the financing of supplier credit business.

In India, Grindlays has over 120 years of banking experience and a network of 56 branches serves local and international companies. One important international customer of Grindlays in both India and London has a subsidiary which operates this audio factory amongst its worldwide activities.

Grindlays Bank Group

25 Abchurch Lane, London EC4N 3SE

LETTERS TO THE EDITOR

Challenging the road lobby

From Mr R. V. Banks and others

It is difficult to support the motor industry's call for further investment in motorways, particularly at the low level of taxation prevailing today.

Motor tax revenue from all classes of vehicles using 80 per cent of our motorways is about £100,000 per mile per annum. The cost of accidents, police patrols, gritting and general maintenance is roughly £37,000. The retail value of the agricultural products which are lost is about £40,000, leaving only £23,000 to service a capital debt ranging from £2m to £4m per mile. In strict commercial terms motorways are very uneconomic.

The Department of Transport emphasises the social and economic value of the time savings that they provide. A few do, but the majority transfer the time delays to the bigger towns and cities much to the annoyance of local road users.

Why do motorists and road hauliers continue to use the old roads? They value the motorways? Even at peak times, most of the six-lane motorways

operate at less than 25 per cent of their designed capacity. Off peak flows are less than 10 per cent.

The low level of motorway usage is probably due to their inaccessibility and to the fact that the average freight haul on our roads is about 30 miles. Only 5 per cent of all motor car journeys exceed 30 miles. Motorways, an American idea, are more suitable for a continental community than an urban community like our own.

Mr Owen's letter (September 29) points to foreign exchange earned by the motor industry, which, incidentally, enjoys massive public subsidies. Last year our tourist industry earned more foreign currency than the aerospace and motor industries together yet the greatest threat to our heritage towns and priceless countryside is the motor vehicle. The countryside also provides half our food.

Energy and transport, the mainstays of an industrial economy, take 28p from every pound in our pockets. In 1960 we changed the balance from coal and railways to oil and

roads with disastrous economic results. We now import vehicles as well as oil. We have built roads to no purpose—motorways to bankruptcy.

Our fondest postwar illusion has been that motor vehicles create wealth. People have work longer hours today, secure food, warmth, cloth and shelter than they did years ago.

The road transport lobby must be challenged. Further damage to our economic life and the priceless environment in which we live is intolerable.

Yours truly,
R. V. BANKS,
Chairman, The Railway Development Society, Saverus, 121 Ashford Road, Beasted, Leicestershire.
PETER C. MANSERFIELD,
Chairman, The Transport Environment Group, Rosemullion, Holmesdale Road, South Norfield, Kent.
JOHN R. OGILVIE,
14 Plymouth Park, Sarnana, Kent.

Importance of British manufacture of microprocessors

From Mr D. M. Benda

Sir, Both Mr G. Hubbard (October 11) and your editorial (October 2) are suggesting that "the importance of microprocessors for British industry lies in their use and not in their manufacture".

I can see at least three good reasons why design, R & D and manufacture of microprocessors including microprocessors and any future derivatives of this technology are equally, if not more, important than their deployment in equipment.

First it is not the prices of packaged IC's which will fall, but prices of "gates" which such devices contain. As you yourselves pointed out "it is the cost per function" which is reduced. The increase in the number of functions is such that even with a falling price per function, the gross value increases rapidly.

If you cared to consult Customs & Excise records you would find that, whereas in 1965 there were virtually no imports of IC's, last year more than £99m (CIF) of microcircuits of all kinds were imported. These imports were brought in when only a small number of firms likely to be profoundly affected by this technology were aware of it or had tried to do something about it (ACARD report, reports by some 35 non-electronic SMEs).

One does not have to have the mind of a genius to conclude that when microcircuits pervade all suitable applications in existing as well as new equipment, then imports could well be of the magnitude of oil imports of recent years, with all the adverse implications for our balance of payments.

Secondly, there appears to be a strong trend towards the consolidation of pure microcircuit manufacture and the manufacture of certain categories of equipment. So far it is the mind of a genius to conclude that when microcircuits pervade all suitable applications in existing as well as new equipment, then imports could well be of the magnitude of oil imports of recent years, with all the adverse implications for our balance of payments.

Thirdly, there appears to be a strong trend towards the consolidation of pure microcircuit manufacture and the manufacture of certain categories of equipment. So far it is the mind of a genius to conclude that when microcircuits pervade all suitable applications in existing as well as new equipment, then imports could well be of the magnitude of oil imports of recent years, with all the adverse implications for our balance of payments.

notice that there are no sizeable United Kingdom-based manufacturers of such consumer items. The reason lies partly in the fact that steady advancement in the microcircuit industry does not allow equipment makers to enhance sufficiently the value of the bought-in microcircuits.

For the indigenous equipment producer the erosion of value added has merely begun. The microprocessor, which itself reduces equipment manufacturers' share of value added, is not by any means the final device that the electronics industry can offer. Consider for example the reduction of components in the colour TV set (standard, 20 inch).

	Number of components approximately
1970	1,400
1978	670
1982	400

The further reduction in the number of parts in a TV set is unlikely to stop in 1982. If it is possible to reduce the component circuitry of a TV set (which is by far the most complicated piece of equipment in most households) it should also be possible to do the same in the "non-con-

sumer" area. This shift in the value-added process further enhances the importance of microcircuit manufacture.

Thirdly, even if one assumes that Britain can obtain the benefits from microelectronic applications without a strong and innovative microcircuit manufacture in peace time, the position would drastically change if the supply of IC's from abroad were to be disrupted during a military conflict. This may not seem to be a plausible argument. To use it when and if such need arises will, however, be definitely too late.

Do not, Sir, undervalue the importance of British manufacture of those tiny, multiple-pin black devices. The country which has the microcircuits also has the equipment which uses them. Do have a look at the supplier of the new printing equipment which you, pray God and the unions, may eventually install. I bet you it was manufactured abroad.

Yours faithfully,
D. M. BENDA,
125 Fennells Road, Harlow, Essex CM19 4RP.
October 12.

Improved current outlook

Mr Stanley L. Speight, C.B.E.
Chairman

Main points from the Chairman's Statement for the year ended March 31, 1978:

- * We have experienced a continuation of the world-wide recession in steel but in the U.K. we have had the added complication of severe dumping. In high speed steels and tool steels our domestic market has been faced with an import penetration of 50% and the vast majority of these imports have been at dumped prices and certainly all are the result of uncommercial activities. It is my view that the Government has a duty to protect industry from such practices and should have the courage to take the necessary action.
- * It is pleasing to report that all our other activities have progressed in line with our expectations and, indeed, had it not been for the reduced margins in many of our steel activities we would have produced the sort of results which our increased level of turnover warranted.
- * Looking at prospects for the current year on the tools and engineering side of our business we anticipate a very profitable year. We have planned for substantial growth in the marketing of tools and in particular D.I.Y. tooling. I see no sign of improvement in the steel market but the actions we are taking in the Steel Division coupled with the increased requirements for our finished engineering products should ensure a better result from both steel and castings. I view the coming year, therefore, with some confidence.

NORTON & WRIGHT GROUP LIMITED

Summary of Results	Year ended 31st March 1978	Year ended 31st March 1977
Turnover	3,857,735	2,772,657
Profit before tax	941,033	658,838
Dividends	54,162	31,628
Earnings per share	15.37p	10.36p

Extracts from Chairman's Statement

- * Exports represent 29% of total turnover.
- * Proposed final dividend of 2.9185p per share making a total of 4.2295p per share for the year.

"Turnover for the first five months of the current year shows a substantial increase on the comparative period of last year"

D. S. ROCKLIN
Chairman

Fines imposed over Spanish wealth tax

From Mr H. T. Kennedy

Sir, I am grateful for the explanation of the Spanish wealth tax given by the Legal Attaché of the Spanish Embassy in his letter of October 3. I accept this explanation and withdraw my charge of discrimination.

It is a pity that in the course of three interviews with the Hacienda Regional Office in Menorca this explanation was not given to me. It is a pity also that the position was not made clear in the official hand-out about the wealth tax (Circular 10/78) issued by the Hacienda ministry. The law may well have been "loud and clear" to lawyers, but the distinction between "personal liability" and "liability in rem" was not made much to those outside the legal profession.

I suspect that the trouble all along has been one of communication. This may explain why last summer I found that agents, official assessors and even some government offices were unable to tell me how the wealth tax affected non-resident owners. I had to explain it to them.

No doubt British owners of these small properties will be "relieved" to hear that they are not being discriminated against. But they will find little comfort from the Legal Attaché's letter since it shows that the second part of my complaint was only too well founded.

As a result of the lack of communication referred to above, large numbers of innocent people, both in the United Kingdom and in the Common Market countries, now face heavy fines which are out of all proportion to the gravity of the offence and the amount of tax in default. It is not enough to say that the fines imposed are in accordance with the law. This will not have been the first time that the law has turned out to be a long-eared quadruped.

Yours faithfully,
H. T. KENNEDY,
Pomfret, Burnham Overy, King's Lynn, October 16.

CONSUMER SPENDING

The following are the first estimated figures for consumer expenditure seasonally adjusted at constant 1975 prices, released by the Central Statistical Office yesterday:

	£m	Percentage change between years and annual rate of change over previous quarter at annual rate
1977		
Q1	15,619	n.a.
Q2	15,495	-3.7
Q3	15,777	7.5
Q4	15,841	1.6
1978		
Q1	16,381	13.8
Q2	16,373	2.9
Q3	16,648	6.9

p provisional

BY THE FINANCIAL EDITOR

Gilt sales on course

The Bank of England's decision to release monthly figures of central government debt to the private sector will nail at least one deeply held market belief, namely, that there is growing urgency for the authorities to resume the funding programme. A central reason for the rise in interest rates recently has been the view that next to no gilts have been sold for three months, and that it will require a further hike in Minimum Lending Rates to nudge the institutions back into the market.

GILT SALES	
Month to	£ Millions
May 17	483
June 21	1,164
July 19	643
August 16	385
September 20	334

Source: Bank of England

have been sold, bringing total funding to some £3,400m. The authorities are thus comfortably on course and are unlikely to feel any pressure at all to raise rates further as a device to sell more gilts. That, combined with yesterday's unchanged MLR, could well suffice to reverse some of the speculative upward pressure on rates in recent days.

Hawker Siddeley

A final word on compensation

Hawker Siddeley's final compensation sums following this summer's £60m settlement mean that there is a £33m surplus over the book value of the aircraft assets which will be taken into this year's accounts as an extraordinary item. Moreover, any ideas which some shareholders may have had of repayment are quashed in the interim report: Hawker will reinvest the cash in the development of the business.

That said, the group has weathered the test of a major chunk of its business well. Interest profits, which exclude the effect of interest payments on compensation are 64 per cent higher at £48.6m while pre-tax profits run out at £55.3m after a £5.1m net improvement in the interest payments, most of it reflecting the early tranche of compensation.

So Hawker is holding its own despite variable trading conditions. Business is good in the lighter end but less good in the heavy patrol equipment where there is evidence that some customers, notably in the Middle East, are deferring work. But inquiry levels remain high and there are no signs that Hawker is uncompetitive given a high level of export business, partly reflecting turkey projects now coming into their own. At 244p when Hawker sells at perhaps 9 times earnings and yields 2.1 per cent, a premium rating which no one is going to quarrel with at the moment.

The other side of the coin is that the

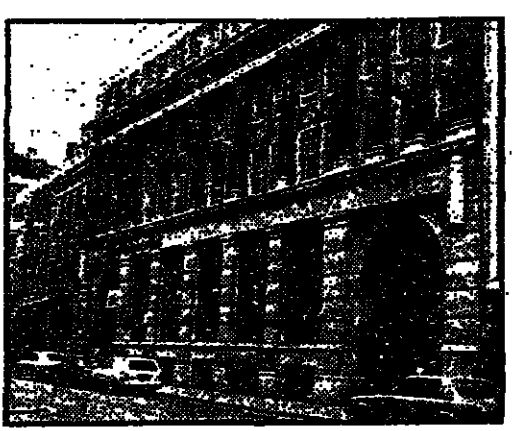
American groups will now be planning moves into ME's traditional markets, though so far ME has been successful. In the wider context Risdon's profits of £1.1m last year, down from £1.9m the year before due to a withdrawal from aerosols after the fluorocarbon scare, are expected to grow but are small against ME's probable £63m this year. Neither does the acquisition represent any change in ME's plan to earn 20 per cent of its profits outside packaging against about 8 per cent at the moment. Nevertheless, significant success in the United States, as well as greater European penetration, must be the best hope for breaking into more exciting growth territory.

Gold shares Breathing space

Gold shares moved up strongly yesterday on the news of a Namibian compromise which, for the moment at least, lifts the threat of United Nations sanctions against South Africa. Randfontein gained about £1 to 26p to 691p; East Dreifontein shot up 26p to 528p; and Kloof, a more speculative stock, was 551p against 528p at the opening. At the same time the bullion price slipped 52 pence to \$226.

The market thinks gold shares are underpriced in relation to the metal by as much as 25 per cent and reflect a metal price of \$200 rather than prevailing levels. A clearer political picture will encourage investors to take positions in gold shares.

Dividends are likely to go up by 20 or 25 per cent in the December quarter, chiefly as the result of the higher gold prices which have been very evident in the latest quarterlies. The only factor which might cause the market to hesitate is that South African mine costs continue to mount steeply.



The Corn Exchange in Mark Lane, EC3.

Corn Exchange Bid talk again

The possibility of a bid for The Corn Exchange opens the door to major office development in the City. Like the London Pavilion, The Corn Exchange's portfolio comprises just one property which, in this case, houses all the soft commodity markets in London.

The 100,000 sq ft site is valued annually and stands in the books at £8m where net assets are 275p per share. But with prime City rental growth currently running at about 14 per cent annually, an up-to-date valuation might indicate asset backing in excess of 300p per share. The shares, in a very tight market, soared 63p to 245p.

There should be more to come. The property market will be willing to ignore the fact that The Corn Exchange was rebuilt 25 years ago, houses some 40 tenants, and just over half the available space is purpose built as a commodity trading floor. The location on Mark Lane is all important and the strength of the commercial letting market this year suggests the potential for profitable redevelopment in an area where prime space is in increasingly short supply.

Shareholders, however, may be forgiven a degree of scepticism. At the height of the last property boom, the site was valued at £18m and a mysterious bidder was said to be willing to offer the equivalent of 400p per share. This time a bid platform has been established through the Australian offshoot of Brierley Investments, a New Zealand group which now controls 20.82 per cent of the equity.

Palo Alto, California. Changes are afoot in "Silicon Valley". The promised land of technology is still here, but the promise is harder to reach. Success has brought problems as well as rewards. The valley generates annual electronic sales worth three times the value of all the gold taken out of California since 1848, but what is happening now is far from a latter day gold rush. Silicon Valley, alias Santa Clara County, south of San Francisco, is the home of the pace-setters in the new world of micro-electronics. Among the earlier pointers to the growth of high technology in the valley were two enterprises involving Stanford University at Palo Alto in the late 1940s and early 1950s. First, was the Joint Industry/University formation of Stanford Research Institute (now SRI International, the contract research and consultancy organization) at Menlo Park. Next was the establishment of the University of Stanford industrial park (much more park-like than industrial, whose first occupants were Varian Associates and Hewlett-Packard).

Professor Frederick Terman of Stanford played a key role in the growth of the unique university-industrial collaboration around Palo Alto. He envisaged a community of "technical scholars" and encouraged university scientists and engineers to set up their own high technology firms proliferated and large companies from other parts of the country moved in. The largest employer in the area is Lockheed, with research in missiles and space and ocean technology.

William Shockley, one of three scientists who invented the transistor at Bell Laboratories in 1947, returned home to Palo Alto and Stanford in 1955 to form Shockley Transistor Corporation setting in train the events that were to lead to a new name (and world fame) for Santa Clara County. Eight men left Shockley in

Problems in technology's promised land

Wilf Corrigan (right), president of Fairchild, whose company plans to establish a semi-conductor plant in the UK in conjunction with GEC



1957 to form Fairchild Semiconductor. Today virtually all semiconductor companies in the area can trace their ancestry back to Fairchild.

Robert Noyce and Gordon Moore left the company in 1967 to form Intel, which in the ten years since then has grown to become an industry leader in microprocessors.

As the semi-conductor companies proliferated the direct influence of Stanford receded, though the presence of the university remains one of the attractions of the area in recruiting staff.

Stanford master degrees can be obtained via university classes relayed to local companies by live television or by video tape.

After a recession in 1974 the electronics business (which in Santa Clara County is synonymous with the micro-electronics business) is continuing to grow—driven largely by the computer industry but with the vast number of new uses for micro-processors on the horizon.

John Young, president of Hewlett-Packard, the instrumentation calculator and computer company founded by William Hewlett and David Packard in 1939, expects his company to continue to grow steadily at 15 to 20 per cent a year. In other words this technology driven, vertically integrated company will double its size over the next four or five years.

For Hewlett-Packard the main problems ahead include the recruitment and training of new staff and managers (the company's employees worldwide increased by over 6,500 in the past year to about 42,000) to cope with this growth. High research and development spending is characteristic of Silicon Valley. For Hewlett-Packard the figure is \$150m or about 9 per cent of sales.

For California's electronic industry generally, a shortage of trained manpower is threatening to curtail the rate of growth. About 10,000 unfilled technical job openings in California were reported recently by the American electronics association (AEA) by next summer, it is estimated, the job openings will total 40,000.

About half of these openings, now and next year, are in the San Francisco Bay area, and most of these are centered in the Santa Clara electronics complex. These figures, the AEA believes, probably underestimate the severity of the problem. They do not include, for example, the equally serious manpower shortages in the professional ranks—for engineers, technicians, machinists and technically trained managers.

House prices in the valley have risen so steeply that it is now difficult to attract the trained engineers who previously would have welcomed a move to the area. The semi-conductor part of the industry is also worried that it might lose its technological lead, according to Robert Noyce, chairman of Intel. In 1977, Mr Noyce noted recently, the \$6,100m worldwide semi-

conductor market supported \$58,000m of end-product sales. Of this, American firms captured 96 per cent of the United States market, 52 per cent of the European and 10 per cent of the Japanese.

But Mr Noyce sees challenges to the United States semi-conductor industry coming from several directions. One challenge is the intention of the Japanese to become as dominant in supplying computers, telecommunications and semi-conductors.

Another challenge is the mobilization of resources by other foreign competitors, such as the Germans, the French, and the British. But the third and more serious threat is from the United States Government.

The defects of the American capital formation and tax policies and the chronic failure of our government to enforce existing anti-trust and anti-dumping laws in a timely way, when coupled with the efforts of our foreign competitors and their governments' protectionist policies, present, in fact, a serious danger to United States leadership in semi-conductor technology.

The shortage of trained technical people in Silicon Valley is one reason given by Wilf Corrigan, president of Fairchild, for his company's proposed setting up with GEC of a semi-conductor plant in the United Kingdom.

In the United Kingdom, Mr Corrigan told Electronics Times recently, "We will be able to get round the 17 per cent tariff and start feeding the EEC with standard products."

The rapidly maturing young companies of Silicon Valley are coping with the changes that are being thrust upon them. Many are venturing out into other states and locations, where the living is good and less costly. Opinions differ as to whether venture capital is or is not still readily available here, but there is no shortage of new ideas to be developed and exploited.

Kenneth Owen

Michael Prest

Cobalt: a strategic metal in short supply

Last month some 120 representatives of the cobalt industry met in Cleveland, Ohio, to discuss the shortage of the United States National Aeronautics and Space Administration (Nasa). It is symptomatic of the acute worries in the cobalt market not just that the meeting should have been held at all, but that it was sponsored by an organization which is a leader in the high technology uses of cobalt—as in rocket and jet engines—for which there are no known substitutes.

The need for this meeting is amply borne out by market conditions. Cobalt is trading on the free market at about \$30 a pound for cathodes (the refined metal) with higher offer prices being reported. At the beginning of the year the free market price, which traditionally was little different from the producer price, was \$28 a pound. But after the Zaire crisis in May cobalt was fetching over \$20.

It had been feared that the copper mines in the Kolwezi area of Shaba province, from which cobalt is by-product, had been seriously damaged during the invasion from Angola.

The producer price—the direct contract price between producer and consumer—has been lagging far behind. With the Zambian producers leading the way, the prices rose from \$8 a pound in February, to \$12.50 in August, and \$18 in September.

Market sources are now talking of prices rising to as high as \$50 by the end of the year and a further increase in producers' charges must be expected, not least because producers such as Zaire and Zambia, the world leaders, are desperate to compensate for the alarmingly weak copper market.

Despite the much higher prices, however, demand has forged ahead. The United States Bureau of Mines estimates that the world shortfall of cobalt this year could be as much as 10,000 tonnes, or about a third of total output. Last year 32,611 tonnes of cobalt were produced, against 31,197 tonnes in 1976. Projects for increasing output will not materially add to supply for several years, and so market conditions are of increasing concern.

The apparently unquenchable demand for cobalt and the absence of alternative sources, was one of the main concerns of the Nasa meeting. Although discussion was behind closed doors, one of the more surprising and disturbing facts to have leaked out is that the problem cannot simply be blamed on a disruption of supplies from Zaire which in 1977 accounted for 36 per cent of world production.

A team from the United States State Department visited Kolwezi in August and reported that the cobalt treatment plants were intact. Production was interrupted for two weeks, after which it resumed at full blast. Output in the first eight months of the year has been 8,000 tonnes, compared with total Zairean production of 11,600 tonnes last year. Sozacom, the Zairean government mining company, has claimed that

1978's total will be more than 14,300 tonnes. As cobalt has grown more expensive, transport difficulties, which have long plagued Zaire and Zambia, have become less onerous. By the middle of next month about 1,000 tonnes of the metal will have been airlifted to London from Ndola and Lusaka since May. Rail links to the Indian and Atlantic Oceans have also reopened recently.

What is so disturbing to many manufacturers is that despite an easing of transport difficulties and increasing supply, cobalt is getting harder to find. The metal is essential for high-stress and high-temperature alloys such as those used in jet engines for magnetic components in compasses and electrical goods, and for chemical processes like removing sulphur from crude oil.

Demand from all these users has developed apace over the past eighteen months or so, especially from the American aircraft industry. United States consumption was 8,774 tonnes in 1977, and 4,560 tonnes in the first half of this year.

Vociferous complaints were heard at the Nasa meeting from Rolls-Royce, among others, about the producers' cutting allocations of cobalt to 70 per cent of the average amount supplied over the past five years. It was pointed out that this actually met only half present needs. Most manufacturers have not

bothered to build stockpiles because in the past contracts had guaranteed their supplies. Unexpected requirements were fulfilled by the free market.

United States companies tend to be better organized than their European rivals. This month they had stocks of nearly 900 tonnes, against 1,290 tonnes in January. But they were angered by the insistence at the Nasa meeting of the United States General Services Administration that it wanted to add to its 18,000 tonnes cobalt stockpile. Earlier this year the GSA said the aim was to double its stocks. With Union Minière's stockpile in Belgium pillaged during the year and other free market supplies estimated at as little as 200 tonnes, spare cobalt is being steadily mopped up.

The result is that the number of traders and the volume they handle have grown quickly. Indeed, the cobalt market has changed beyond recognition in recent months. Cobalt itself has almost become a precious metal, and firms which previously were not interested in the small margins on small volumes can now cash in on much wider spreads.

After settling for about two months into a reasonably stable trading range of \$34.55 a pound, cobalt was restless again last week under reported buying pressure from America and it is expected to break into a new trading range before long.

Behind these developments is a set of factors more fundamental than the Zairean crisis. Production cannot be much expanded for some years, and it is suspected that Zaire is over-exploiting its mines now at the possible expense of future output. Zambia is building a cobalt processing plant at Roan Consolidated Mines which should double capacity, and has mentioned ambitious plans to raise production to 10,000 tonnes a year at a cost of \$200m.

But even if these schemes come to fruition they will probably not even keep pace with demand, especially as no economic substitutes for cobalt are in the offing.

In addition, manufacturers are constantly improving standards in exactly those products for which cobalt is crucial. The space shuttle programme is only the most spectacular instance. Yet for these companies cobalt is but a tiny proportion of their costs, because quantities employed are so small. Demand is therefore quite inelastic.

If the price were so high as to deter these users, it would probably be sufficiently attractive to nickel and copper producers to increase output of the cobalt by-product in that case, the price could fall, starting the whole cycle once again.

Business Diary: New York corker • Book yearning

The New York Times has been a strike for two months now, a newspaper looking like it has been appearing on newsstands in New York this week. It is called The Not The New York Times.

It is a brilliant parody and one of the best stories in it concerns the scandal-ridden General Services Administration (GSA), now being investigated by the FBI and the Justice Department.

The Not The New York Times reports on its front page that the White House has decided to sell GSA through an offering of shares to be underwritten by consortium of American and foreign banks led by the International Monetary Fund.

Going a step further, the Not The New York Times publishes an advertisement, looking just like an underwriting syndicate's notice and headed "100 million shares of the General Services Administration, Inc.—price \$15 per share."

The real fun comes in the names of the underwriters. Just a few of those listed are the International Monetary Fund Inc, the Dime Savings Bank of Kuwait, Dai-ichi-Kioku Bank of Tokyo, Lazard Freres et Cie and Bank de l'Indochine, de Suez et de l'Equateur.

Nobody will admit to being behind the joke, but among the candidates are bored New York Times staffers and, it is believed, Carl Bernstein of Woodward and Bernstein Washington Post Watergate fame.

Come back Ben Roberts, we need you now. That is the message that could go out today as the depleted herd of the Economist Bookshop sits down to consider an industrial dispute that has blown up at the shop, which is in Clare Market beside the London School of Economics.

Roberts, Professor of Industrial Relations, is the only industrial relations expert on the board, which contains three nominees from the LSE and three from The Economist. Unfortunately, Roberts is refusing to work overtime, calling lightning strikes and picketing the bookshop.

The Economist Bookshop, which serves LSE students, has 40 employees and recognizes no union. Ten people who work in the sales and mail order departments in Clare Market want recognition for the white collar section of the Transport and General Workers' Union.

The board has offered a ballot, but since this would be for all employees it would almost certainly go against the LSE and G members. They are refusing to work overtime, calling lightning strikes and picketing the bookshop.

So far, it has all been pretty good-natured, although two days running a policeman (not called by management) has been on duty. Some LSE students are beginning to take an interest in the affair.

Today the board is likely to discuss whether or not to refer the dispute to Acas, the conciliation service.

Harry Taylor, 51, who just a year or two ago ran the London operations of Manufacturers Hanover Trust and then went to head office in New York to become a senior vice-president of the bank, has just been appointed a vice-chairman and director.

It is possibly the first time

that an Englishman has reached such a lofty position at one of the top American commercial banks.

But Taylor's promotion is only part of a big reshuffle at Manufacturers Hanover that amounts in effect to the start of a new era in its history. The big changes are mainly due to the planned retirement next April of Gabriel Hauge, who joined the bank 20 years ago after being a special White House assistant to President Eisenhower.

He will remain a director of the bank, but the president of the company, John McGillicuddy, 47, will take over as chairman and chief executive officer and will also retain the title of president.

Roy Hattersley's proposals for banning most special offers and promotional "bargains" in shops have incensed retailers without going as far as consumers would wish.

Hattersley's plans, which would forbid claims which cannot be substantiated, seem modest by comparison with, for example, Sweden's system. There the Consumer Ombudsman, Sven Heurgen, has forbidden bargain offer promotions which do not cut at least 10 per cent from the retailer's own normal selling price.

He even, says down which precise shades of colouring are to be used by posters attracting attention to such offers.

In Britain the Retail Consortium, through its director Richard Wain, angrily refutes the suggestion that bargain offers are generally bogus, while Rosemary McRobert, of

the Retail Trading Standards Association, berates Hattersley for using "pouppous and phoney legislation."

Bargain offers, she says, may irritate some people, but it is ridiculous to threaten to drag retailers into the docks of criminal courts for using promotions "which do not even attempt to disguise the price the consumer will actually have to pay."

David Teach, of the Consumers Association, takes a different view and thinks the cut-price kings will soon find ways round any new orders. He wants a general clause in an offer to quote any price misleadingly.

The great British public will have to indulge in a bit of Christmas if they are not to disappoint the Chancellor of the Exchequer, according to Peter Hallgarten, chairman of the Wine and Spirit Association.

Hallgarten says that despite



Rosemary McRobert

the much heralded consumer spending boom, we have thus far only managed a 7 per cent year-on-year increase in consumption of wines and spirits.

What little extra money there is about is going, he says, on clothing and domestic appliances. He confesses that, even he is laying down stocks of underwear and socks bought six months in advance against likely future price rises, rather than wines.

The British market certainly has the potential to double its per capita consumption of wine and spirits in a short time," he says. "I regard as anything less than 10 per cent increase a year as a disappointment and I am sure it does not come up to Denis Healey's expectations either."

At the same time the Wine and Spirit Association is trying to educate Britons to drink regularly but moderately, particularly by encouraging company managements to watch for and take appropriate steps about alcoholism among employees.

The Queen is to visit the Stock Exchange on December 1. She may find the situation a little changed from the heyday of her great-great-grandmother Queen Victoria. The newly-published company history of brokers Sheppards Associates shows that in 1879 and 1880 two partners earned £26,250 and £28,000 respectively. This, I gather, is the equivalent today of £432,033 and £452,666. And income tax was five old pence in the pound.

Ross Davies

Glendevon Investment Trust Limited

	1978	1977
Equity shareholders' interest	£14,518,231	£11,805,455
Asset value per share	140.4p	114.2p
Revenue attributable to ordinary shareholders	£187,375	£195,005
Ordinary shares ranking for dividend	9,829,553	9,770,554
Earnings per ordinary share	1.91p	2.00p
Ordinary dividend per share—interim	0.75p	0.70p
final	1.10p	0.95p

Capitalisation issue in B ordinary shares 1.31867% 1.48861%

In his Chairman's statement, Mr. J. A. Lumsden brings out the following points—

Earnings per ordinary share were 1.91p as against 2.00p in 1977, but if the 1.01 tax credit had not arisen in that year the earnings per share would have been 1.69p, on which basis the increase in earnings was 13.5 per cent.

Your board recommends a final dividend of 1.10p making 1.85p for the year as against 1.65p for the previous year.

FUTURE OUTLOOK AND POLICY
Our broad investment strategy is to maintain a balanced portfolio based primarily on the three major economies of the UK, USA, and Japan, but

with significant interests also in other areas such as Asia, Brazil and Europe. At present we think it right to have some two-thirds of our equity investments in overseas areas, and we have recently borrowed an additional US \$1,000,000 for investment abroad.

However, any substantial increase in gearing would prejudice revenue growth and it remains our aim to provide a steady growth in dividends.

ANNUAL GENERAL MEETING
The annual general meeting will be held at 2.30 pm on Monday 18th November 1978 at 175 West George Street, Glasgow G2 2LD.



MANAGED BY MURRAY JOHNSTONE LIMITED

FINANCIAL NEWS AND MARKET REPORTS

Stock markets

Gold shares relieve lifeless day

Gold shares provided the only glimmer of life in an otherwise lifeless stock market yesterday as investors waited for the day's banquet.

The uncertainty on the wages continues to unsettle confidence and few are inclined to open fresh positions until the outcome of the present dispute is known.

The gilt market some hectic after hours helped stocks to go higher across the board.

Supports shrugged off the rise again. Minimum Lending rate while second thoughts on the money supply figures, slightly seen as worse than expected, brought in the buyers and at this end, gilt ended some three-eighths up.

At the longer end, an early rise of an eighth was doubled up the close to give stocks a gain of around a quarter.

In equities, leader stocks generally edged a little better ending a point to the FT

Earlier Estates rose 3p to 41p yesterday. Buyers rightly or wrongly are looking forward to the annual meeting on November 9. They expect a return to the dividend at 54p added 2p and JCI put on a declared 38p while Courtaulds at 120p and Haxo at 56p held steady.

A seller of some 50,000 shares knocked the shares 5p down at 67.5p. The market was additionally worried over the fact the 20 per cent price cut in America of the drug Amoxycillin will have on group profits.

News of a takeover approach from Corn Exchange into the largest rising share of the day, ending 63p to 245p while Midland Education put on a further 6p to 243p on hopes of higher bid, either from one

of its three suitors or from another source entirely.

Toys group Dumble-Comber-Marx tumbled 18p in after hours to 100p following an unexpectedly large first-half loss while sharply lower profits from plantations group Eastern Produce clipped 6p from shares at 87p. Alginat, at 244p lost 4p while House of Leroze used 2p to 66p adding news.

Hawker Siddley, by contrast, more than satisfied expectations and gained 6p to 244p while Sandhurst Marketing at 47p added a similar amount following better figures and a one-for-two scrip issue.

Others to benefit from figures where De Vere Hotels, 3p higher at 120p, London & Scottish Finance, which firmed 4p to 52p and C. Scholes which climbed 10p to 285p.

After easing initially gold shares went sharply better on news of a compromise in Namibia. Consolidated Gold Fields added 6p to 182p. Libmanon spurted 26p to 69p. De Beers did ended 14p higher at 400p.

Tins also rose on the back of the steadily improving metal price with Ayer Hitam climbing 10p to 365p, Petaling adding a similar amount to 170p and Southern Malayan rising 15p to 460p.

Dividends in this table are shown net of tax on price per share. Elsewhere in Business News are shown on a gross basis. To simplify gross multiply the net dividend by 1.43. Profits are shown pre-tax and earnings are net. A loss, b 26 weeks.

Company		Sales	Profits	Earnings	Div	Pay	Year's
Intr Fin		£m	£m	£m	pence	date	total
Alginat (F)		9.4(18.4)	1.1(1.7)	15.89(21.5)	4.5(4.6)	2/1/79	—
Burndene Inst (F)		9.2(10.7)	0.3(0.57)	—	0.5(1.0)	—	1.0(1.0)
Brycourt Inst (F)		—	0.67(0.59)	—	1.55(1.0)	21/11	3.8(3.2)
Can Foreign Invest (F)		—	0.30(0.27)	2.14(2.06)	1.5(1.25)	11/12	—
East Ind (F)		5.1(4.7)	—	44.0(41.1)	0.96(0.77)	2/1/79	—
Dumble-Comber (F)		39.1(37.7)	2.58(0.72)	—	—	—	—
Eastern Prod (F)		8.8(11.1)	1.5(4.0)	7.0(21.8)	1.34(1.32)	8/12	—
Gen Scot Trst (F)		0.80(0.71)	0.64(0.56)	—	1.5(1.5)	4/1/79	1.5(1.5)
Gerrard Nat Dis (F)		—	—	—	4.0(4.0)	7/12	—
Goldfield (F)		—	0.53(0.54)	5.0(4.4)	2.05(1.09)	6/12	2.6(2.1)
Hawker Siddley (F)		480.0(494.0)	55.5(45.3)	12.5(13.2)	2.1(2.1)	29/12	—
Hawker Morris (F)		1.7(1.9)	0.09(0.12)	—	1.5(1.7)	14/12	—
Ind & Gen Trst (F)		—	4.9(4.5)	—	0.7(0.6)	6/12	—
House of Leroze (F)		0.80(0.71)	0.56(0.50)	5.42(5.1)	1.83(1.82)	12/12	—
J. C. Lilley (F)		34.7(25.8)	1.7(1.3)	5.0(4.4)	1.1(1.1)	29/11	—
Ldn Shop Prop (F)		0.8(0.8)	0.65(0.32)	9.0(5.0)	2.1(1.0)	14/12	2.1(2.1)
Ldn Scot Fin (F)		—	1.3(1.3)	5.99(5.38)	4.65(4.25)	—	5.9(5.25)
Ldn & Mon Inv (F)		—	0.16(0.13)	—	—	—	—
Municipal Props (F)		—	—	5.1(1.7)	1.0(1.5)	6/12	1.0(1.5)
Sandhurst Mktg (F)		3.7(3.1)	0.29(—)	3.62(3.8)	1.0(1.7)	4/1/79	0.5(0.54)
Spencer Gears (F)		4.3(3.5)	0.68(0.38)	—	1.35(1.1)	5/12	—
Utd Eng (F)		4.4(2.6)	—	—	—	—	—

Dividends in this table are shown net of tax on price per share. Elsewhere in Business News are shown on a gross basis. To simplify gross multiply the net dividend by 1.43. Profits are shown pre-tax and earnings are net. A loss, b 26 weeks.

Coates Bros starts well but no signs yet of upturn in demand

In spite of caution expressed about the second half at Coates Brothers interim figures suggest the group is at least set for another record year.

Pre-tax profits for the six months to June 30, rose by 10 per cent to £5.2m on sales up 10 per cent to £41.1m. The group's earnings per share rose 10 per cent to 1.28p.

The figures were described as "reasonably encouraging" by some observers and both the ordinary and "A" shares rose 7p to 78p and 75p respectively yesterday.

Commenting on the results Sir Richard Mayes, chairman, said both sales and profitability showed an improvement on the good results experienced in the first half of 1977, and profits were substantially better than those for the second half of last year.

However, up to the present time there is no evidence of any upturn in demand for the majority of the group's products either in the United Kingdom or in its main overseas markets.

It was therefore unlikely that profits in the second half of the current year would show

an advance on the first six months.

In this case the best the group can hope for is pre-tax profits for the full year of £10.4m compared with £9.6m last time, with a prospective fully paid p/e of 6.5 and a yield of 3.2 per cent.

The group attributes the rise in first half profits to an across the board improvement. Its overseas subsidiaries in Europe and South Africa are still performing well and the resin division in the UK has settled down following the up-set last year when a slump in the price of raw materials resulted in a loss of £650,000.

Increased competition hits Alginat

By Our Financial Staff

Increased competition and the strengthening of sterling Alginat Industries well into reverse.

Figures for the six months to July 1 show pre-tax profits of £1.15m compared with £1.8m last time. Turnover on the other hand rose from £5.5m to £9.5m. Earnings a share are 15.89p against 21.5p.

An interim dividend of 6.7p gross has been declared compared with 6.7p for the corresponding period.

A statement from Mr William Morrison, chairman, stated that in spite of having achieved the modest increase in the volume of sales predicted, increased costs, competition and the present strength of sterling, have all affected profit margins.

As the same time, the group has also suffered recently from the effects of industrial action so that profits for the full year are likely to be substantially lower than the profit for 1977, he added.

As a result of the warning the shares slipped 4p to 244p yesterday.

Alginat is the world's largest producer of alginates and accounts for about one-third of world output. It provides much of its own seaweed while importing the rest from South America and Iceland.

Scrip from Sandhurst Marketing

Mr B. D. Hulme, the chairman of Sandhurst Marketing, is delighted with the group's 154 per cent climb in pre-tax profits to £287,000 for the year to June 30. He is pleased because the group cut its largest sales force by half, but still managed to increase sales by 19 per cent to £7.5m.

Earnings a share increased from 1.77p to 5.13p, and with a dividend of 1.49p gross the group is raising the year's total to 1.28p to 1.36p.

The directors also propose a one-for-two scrip issue as for some time the group's share capital has not reflected the increasing size of the operations. The board also wants to increase the size of the authorized capital from £350,000 to £500,000.

Looking ahead Mr Hulme says that the group's year end has been changed to January 31. The six months to December 31 last year brought a profit of £103,000 and he is confident that this will be substantially exceeded this year. He envisages a "leap forward".

The board recently had the end office and main warehouse at Crawley evaluated and the surplus of £760,000 has been transferred to reserves.

Directors explain plan for Brycourt liquidation

The directors of Brycourt Investments, the small investment trust headed by the Hon David Montagu, have now told shareholders in detail why they plan to put the trust into liquidation, as they announced a month ago.

They recall that the shares in Brycourt were offered for sale in July 1972 when the London New York stock exchanges stood roughly where they do now. Then the discount on net asset value (the value of the underlying shares) was between 10 and 15 per cent.

Since 1972, however, the dis-

counts on net asset value of investment trusts quoted in London have widened a lot. It is still around 25 per cent despite various moves in the trust movement to narrow the gap. Brycourt is also a small trust, and its shares have rarely stood at a discount of less than 30 per cent.

Initiation was considered but it was understood that liquidation was the quickest way of getting money into shareholders' hands.

As indicated on September 19 the minimum forecast liquidation value is put at 125p.

Spencer Gears late upturn

An 8 per cent rise in profits in the second half to £284,000, aided by a spurt in sales in the final quarter, has brought another record year to Spencer Gears (Holding). On turnover of £4.3m, pre-tax profits of the engineering and industrial gears group went up 7 per cent to £390,000 for the year to June 30.

Earnings a share, calculated after a full tax charge rose from 1.96p to 2.15p, while shareholders are to collect a dividend of 0.89p gross against 0.81p.

Mr F. W. Forbes, chairman, says that the late upturn in turnover has given a good start to the current year, and order books are larger than at the same time last year.

His review of trading in the past year shows that Southern Industries (Coolers) increased its share of a declining market, while progress was made at Spencer Gears at Leicester following changes in management and in marketing approach. The company is planning to extend the factories of Southern Industries (Croydon) and Spencer Gears at Leicester.

Options

The London traded options market had one of its quietest days since the introduction of the five new stocks and total turnover amounted to only 354 contracts.

Consolidated Gold Fields, which had a rally in the equity market, was the most active stock with 93 contracts while Shell, BOC, and Imperial Group saw no trade at all.

In the conventional options market, trading conditions were equally quiet. Much of the business in the "calls" was confined to Consolidated Gold Fields while Premier Consolidated Oil was the most active of the "doubles" stocks.

Rising costs also hit Anglo American

By Michael Press

While paying some quite handsome dividends, Anglo American's mines are clearly suffering from the same problems of costs increase as their rivals. Only a much higher gold price in the September quarter seems to be that did not prevent losses at Free State Smelters.

Of the eight producing mines in the group, only two, Western Holdings and Elandsrand, saw costs fall. At Elandsrand, the cost per ton milled was £24.95.

Free State Smelters turned a working loss of £1.32 into a pre-tax profit of £2.61m with the help of an R1.2m surplus from the joint Metallurgical Scheme. The biggest earner was Western Deep Levels, which made pre-tax profits of £4.9m, fractionally up on the last quarter.

The average gold price received by the mines was: Western Deep Levels, £204.6 an ounce; Elandsrand £205.3; Free State Smelters £202.9; Welkom £203.2; President Brand £207.1; Free State Geduld £204.6; Western Holdings £203.5.

On the basis of these results Anglo has been able to achieve attractive dividends for the five mines whose financial year ran to the end of September. Free State Geduld paid 185 cents, President Brand 85 cents, President Steyn 50 cents, Welkom 40 cents and Western Holdings a whopping 225 cents.

Shareholders in Anglo, the world's biggest nickel producer, have no such luck, however. The Canadian dividend in the last quarter has been cut by 10 cents to 20 cents. Earnings for the three months were \$9.8m from sales of \$488m, including exchange benefits of \$10.7m. Total nickel deliveries were 281 million pounds in the nine months to the end of September, against 233 million for the same period last year, pointing to how the company is still suffering from low prices.

Another base metal producer, Palabora, fared somewhat better. Its sales for the nine months to September 30 were \$1.26m. Response in the stock market was to mark the price up 3p to 122p at one stage.

The remainder of the year, which includes the busy Christmas period, should show a similar increase which would lift the full year's profits by about £2m pre-tax. De Vere

Weak tea prices put E Produce in slide

By Ray Maughan

After the warnings from Brooke Bond earlier this week concerning the weakness of tea prices, the market should have had due notice that profits from Eastern Produce (Holdings) would come under considerable pressure in the six months to June 30.

After a fall in turnover from £11.18m to £8.4m, pre-tax profits slumped from £4.08m to just £1.52m. That includes a sharp drop in associate income from £1.4m to £21,000 which results from the inclusion of a loss of £223,000 against a profit of £384,000 in respect of the 34.5 per cent stake in Associated Fisheries.

Basic earnings came out at 7.02p per share which is a third of the previous level but this excludes extraordinary items

of almost £700,000. An amount of £535,000 is included in the below the line adjustment which represents the recovery of a debt from Angola against which provision had been made in previous years.

The shares fell 8p to 87p where the p/e is over 6 assuming same again second half earnings.

Shareholders, who include agents Walter Duncan & Goodricke with a 29.21 per cent stake, receive the same 20p gross interim dividend of 2p per share.

Prospects will obviously improve if, as many believe, an equilibrium is set to return to tea markets and there is always the Walter Duncan & Goodricke holding to add periodic speculative life to the share price.

Kitchen Queen ready for listing

Only a stock market collapse, down to say 470, on the FT index of 20 leading industrials now stands in the way of Manchester broker Halliday Simpson bringing Kitchen Queen Group to market late next month.

Kitchen Queen is a classic consumer boom beneficiary. It is a do-it-yourself furniture maker and retailer based in Manchester and an application has been made to the Stock Exchange Council for the shares to be listed towards the end of November.

The mechanism will be an offer for sale to raise just over £1.5m for existing shareholders. This would give the group a market value of around £7.5m.

Kitchen Queen was founded in 1965 by Mr Neville Johnson, chairman and chief executive. The retail business sells a wide range of kitchen furniture, bedroom and living room furniture and do-it-yourself lines through three big stores in Manchester, Coventry and Leeds. Almost all the service is supported by heavy advertising on regional television and the local press.

The manufacturing interests comprise do-it-yourself kitchen and bedroom furniture under the De Lusso name. For the year to August 31, 1979, the group expects pre-tax profits to rise from £981,000 to £1.5m and this is thought to be a conservative minimum. Status Discount is known to be doing extremely well out of kitchen furniture, and the sponsors also invite comparison with MFI.

F Lilley at fresh peak

Glasgow-based F. J. C. Lilley, the civil engineering and construction group, pushed up pre-tax profits by 28 per cent to a record £1.75m in the first half.

But the results for the period to July 31 showed that heavier depreciation charges and increased interest received amounted to £1.07m and £66,000 respectively compared with £714,000 and £7,000 last year.

Turnover also increased by 45 per cent to a new interim high of £34.7m which indicates a slight fall in profit margins from 5.75 to 5 per cent. A fall was also noted last year at the interim stage but the Stock

Market noted the overall growth by marking the price at 77p up 1p at the end of the day.

An interim dividend of 1.66p has been declared compared with 1.51p gross last year. Traditionally the group whose overseas work accounts for 40 per cent of turnover, has paid a final dividend which is almost double that of the interim, reflecting the balance between the profits at each stage. Earnings a share have improved from 4.41p last year to 5.06p.

Mr James Atken, chairman, said that the present level of the order book would ensure a satisfactory performance during the second half which would be continued into next year.

Conference trade lifts De Vere

By Rosemary Unsworth

An increase in conference trade has improved profits from De Vere Hotels and Restaurants by over a third. And growth looks set to continue for the rest of the year.

Pre-tax profits climbed by 36 per cent to a record £1.04m in the nine months to September 30 while turnover rose by 12 per cent to £12.6m. Response in the stock market was to mark the price up 3p to 122p at one stage.

The remainder of the year, which includes the busy Christmas period, should show a similar increase which would lift the full year's profits by about £2m pre-tax. De Vere

owns the Mirabelle restaurant in London as well as a string of hotels in the Midlands and the south.

With a 10 per cent increase on the interim dividend to 3.33p gross, De Vere is planning to use the cover formula to increase the total dividend by more than 10 per cent, based on 1977 earnings.

But there is no possibility that De Vere is prepared to resort to dividend-boasting devices to increase payments to shareholders. And a rights is ruled out anyway since liquidity is already very adequate.

Besides an increase in con-

ference trade which produced higher occupancy in the group's provincial hotels, particularly in Coventry which is near the National Exhibition Centre, its London restaurants performed well in the nine months and the Mirabelle is also enjoying a busy season. Its departure, Mr Leslie Jackson, pointed out that the reduced rate of inflation had enabled the group to trim margins.

De Vere is looking for new conference hotels to enlarge the provincial side of the business, and it is also considering the expansion of some of the existing buildings where it owns adjoining property.

Exchange gains take shine off Leroze

Increased costs in Holland, where House of Leroze carries out 40 per cent of its business, has produced a 7 per cent fall in pre-tax profits to £564,000 in the six months to June 30. But the 26 weeks to June 30, 1978, are taken into account, the result would have been 20 per cent down on last year's interim of £605,000, when exchange losses amounted to £15,000.

The group, which manufactures women's tailored clothes, has taken steps to improve profitability by closing down one Dutch factory and moving part of its Amsterdam office to the south of the country. These changes should ensure that the group makes the same full year profit as in 1977 at about £1m.

But in contrast the United Kingdom results show a turnaround to profit for the United Kingdom yards factor, and garment sales are also going well.

The interim dividend remains the same as last year at 2.72p gross and the board intends to propose a final of 3.78p, making a total of 6.5p.

A good crushing programme. The closing-down costs of the soya plant will affect the first-half results, but the board still expects to show a modest profit for the period.

increase earlier in the autumn selling season compared with recent years. Earnings, however, continued to reflect the substantial expenses associated with Polaroid's new system of instant movies—Reuter.

and earnings a share were 9.0p (5.0p).

The pre-tax profit represents an increase of 94 per cent over the previous year and the profit after tax an increase of 86 per cent. Both figures are the highest in the group's history.

The final dividend is 2.0p gross which together with the interim dividend of 1.1p gross will make a total for the year of 3.1p gross (2.5p gross).

Common Bros and Menteith in talks

The joint managing director of Common Brothers, the Newcastle shipping group, last night confirmed that he is having discussions with Menteith investment Trust over the possible acquisition of their 16 per cent stake in the group at 150p per share. This compares with a price in the market of 173p, a gain of 7p on the day.

Municipal Props slightly ahead

Municipal Properties turned in profits before tax up from £135,000 to £167,000 for the six months to June 30, a contribution from the sales of properties amounting to £55,000 has been included. In addition, the surplus on sales of property by the holding company amounted to £39,000 compared with £8,000 which in previous years has been credited to reserves.

Dalgety to go shopping in US

Dalgety is looking for further acquisitions in the US commodity food industry, outside its present involvement in fruit, vegetables and soft fruits. The rapid expansion of the Dalgety Foods Inc subsidiary has proved that it is possible to invest in the US food industry at reasonable prices to give acceptable and attractive returns.

Dalgety's investment in the US totals \$29.9m of which most is in Dalgety Foods, which in the year to June 30 made a pre-tax profit of \$4.3m after a loss of \$900,000 the previous year.

Carrington offshoot in deal with Toyobo

Consolidated Textile Mills, a Carrington, Viyella subsidiary, has agreed to purchase Bruck Mills from Toyobo of Japan for a nominal sum.

Toyobo will subscribe for 580,000 unissued Consolidated shares at a price which is considerably ahead of the market, so that there will be no dilution of assets or earnings. It will also acquire an additional 100,000 consolidated shares.

Carrington's stake in Consolidated will be 30 per cent and Toyobo's will be 25 per cent, as a result.

The boards said the move will enable all the companies to better service market demands and enhance profitability.

Chambers & Fergus rally to continue

After a year in which profits recovered from £38,000 to £127,000, Mr C. H. Elliot, chairman of Chambers & Fergus, seed crushers and edible oil refiners, hopes that the group will again improve its profits. It will be helped by the removal of operating losses on the soya extraction plant.

Refining margins remain satisfactory and the group has

Polaroid fillip from SX-70 cameras

The Polaroid Corporation of America reports that increased sales of its SX-70 cameras and film were chiefly responsible for a third quarter sales gain. Unit sales of SX-70 film were about double those of 1977 levels.

Polaroid also announces third quarter earnings of \$1.04 a share on sales of \$341.7m (about £166m) compared with 61 cents a share on sales of \$254.2m. That third quarter earnings were aided by a shipments in-

Ldn Scots Finance at peak

The London Scottish Finance Corporation which is engaged in banking, consumer credit and other financial services, proposes a scrip issue of one-for-two. Turnover was £5.1m, compared with £2.6m, for the year to July 25. Pre-tax profit was £631,400 against £326,200

CHANNEL TUNNEL INVESTMENTS LIMITED

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INTERIM REPORT FOR THE SIX MONTHS ENDED 30TH JUNE, 1978

	6 months to 30th June, 1978 (unaudited)	6 months to 30th June, 1977 (unaudited)	Year to 30th June, 1977 (audited)
Income from listed investments	4,494	3,813	8,073
Interest receivable	1,214	2,128	3,243
	5,808	5,941	11,316
Administration expenses	2,516	2,327	7,821
	3,292	3,614	3,495
Profit before taxation	1,383	1,518	1,307
Taxation	—	—	—
Profit after taxation	1,383	1,518	1,307

20th October, 1978

Business appointments

New chairman at Permanent Insurance

Mr H. E. Lockhart-Mummery has been appointed chairman of Permanent Insurance in succession to Sir Clifford Neuman Morgan, who remains on the board.

Mr A. J. Costelloe has been made a director of Rush and Tomkins and local managing director (South-East region) following the resignation of Mr R. G. Russon.

Mr Quinton Hazell has been made a director of Foreign and Colonial Investment Trust.

Mr E. H. Shumlin has been appointed to the board of UAC International as financial director.

Mr F. Horridge, Mr E. C. Harwell, Mr D. P. Herbert and Mr M. F. Newman join the board of Davies & Newman Holdings.

Dato Haji Basir Bin Ismail joins the board of Gasir (Malaysia). Mr

J. M. Green-Armistead has retired.

Mr Richard Rogers has been appointed a director of Jardine & Matheson International.

Mr Charles L. Brown is to succeed Mr John D. Debutts as chairman and chief executive officer of American Telephone & Telegraph.

Mr K. R. Holdsworth has joined the boards of E. B. Meyer (Brokers) and Hartley Jones (Foreign Exchange).

Mr Arthur Clement has been made managing director of Baxters (Butchers) in succession to Mr Patrick Vigors, who is retiring.

Mr M. H. Jensen has been made a director of Hogg Robinson & Gardner Mountain International.

Mr Peter Hollings has been elected deputy chairman of Dowling & Mills.

G.T. JAPAN INVESTMENT TRUST

SIX YEAR RECORD		Earnings per Share	Ordinary Dividends per Share	Shareholders Funds	Net Asset Value per Share
Revenue					
1973 (13 months)		277.327	0.65p	0.25p	6,130.516
1974		486.246	1.74p	1.50p	4,828.008
1975		395.551	0.64p	0.50p	5,474.311
1976		530.681	1.02p	1.00p	7,381.591
1977		640.157	2.07p	1.00p	8,250.633
1978		969.527	2.05p	2.00p	*13,385.699

* On basis of full conversion of 81% Convertible Unsecured Loan Stock 1987



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مركز المال

Stock Exchange Prices

Market quietly firm

ACCOUNT DAYS: Dealings began, Oct. 16. Dealings end, Oct. 27. Conrango Day, Oct. 30. Settlement Day, Nov. 7.
\$ Forward bargains are permitted on two previous days

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BRITISH FUNDS									
Stock	Price	Change	Yield	Dividend	Stock	Price	Change	Yield	Dividend
British Airways	100.00	+0.50	4.50%	1.00	British Telecom	120.00	+1.00	5.00%	1.20
British Petroleum	85.00	+0.20	4.00%	0.80	British Overseas Airways	90.00	+0.30	4.50%	0.90
British Airways	100.00	+0.50	4.50%	1.00	British Telecom	120.00	+1.00	5.00%	1.20
British Petroleum	85.00	+0.20	4.00%	0.80	British Overseas Airways	90.00	+0.30	4.50%	0.90
COMMERCIAL AND INDUSTRIAL									
British Airways	100.00	+0.50	4.50%	1.00	British Telecom	120.00	+1.00	5.00%	1.20
British Petroleum	85.00	+0.20	4.00%	0.80	British Overseas Airways	90.00	+0.30	4.50%	0.90
FINANCIAL TRUSTS									
British Airways	100.00	+0.50	4.50%	1.00	British Telecom	120.00	+1.00	5.00%	1.20
British Petroleum	85.00	+0.20	4.00%	0.80	British Overseas Airways	90.00	+0.30	4.50%	0.90
PROPERTY									
British Airways	100.00	+0.50	4.50%	1.00	British Telecom	120.00	+1.00	5.00%	1.20
British Petroleum	85.00	+0.20	4.00%	0.80	British Overseas Airways	90.00	+0.30	4.50%	0.90
RUBBER									
British Airways	100.00	+0.50	4.50%	1.00	British Telecom	120.00	+1.00	5.00%	1.20
British Petroleum	85.00	+0.20	4.00%	0.80	British Overseas Airways	90.00	+0.30	4.50%	0.90
TEA									
British Airways	100.00	+0.50	4.50%	1.00	British Telecom	120.00	+1.00	5.00%	1.20
British Petroleum	85.00	+0.20	4.00%	0.80	British Overseas Airways	90.00	+0.30	4.50%	0.90
MISCELLANEOUS									
British Airways	100.00	+0.50	4.50%	1.00	British Telecom	120.00	+1.00	5.00%	1.20
British Petroleum	85.00	+0.20	4.00%	0.80	British Overseas Airways	90.00	+0.30	4.50%	0.90
THE TIMES SHARE INDICES									
British Airways	100.00	+0.50	4.50%	1.00	British Telecom	120.00	+1.00	5.00%	1.20
British Petroleum	85.00	+0.20	4.00%	0.80	British Overseas Airways	90.00	+0.30	4.50%	0.90
SHIPPING									
British Airways	100.00	+0.50	4.50%	1.00	British Telecom	120.00	+1.00	5.00%	1.20
British Petroleum	85.00	+0.20	4.00%	0.80	British Overseas Airways	90.00	+0.30	4.50%	0.90
MINES									
British Airways	100.00	+0.50	4.50%	1.00	British Telecom	120.00	+1.00	5.00%	1.20
British Petroleum	85.00	+0.20	4.00%	0.80	British Overseas Airways	90.00	+0.30	4.50%	0.90
REVENUE AND DISTILLERIES									
British Airways	100.00	+0.50	4.50%	1.00	British Telecom	120.00	+1.00	5.00%	1.20
British Petroleum	85.00	+0.20	4.00%	0.80	British Overseas Airways	90.00	+0.30	4.50%	0.90

ROLLS-ROYCE

Rolls-Royce

Newly shaped Horizon has a familiar feel

The Chrysler Horizon, the French-built small/medium hatchback, is the latest example to reach Britain of a new car fashioned from what the motor industry calls "well-proven" components. The shape is certainly new but mechanically the car draws heavily on the Simca 1100 (which it will eventually supersede) and those who come to know both models will find them uncannily similar to drive.

The surprising thing, perhaps, is that the faults of the 1100—boomy engine, noisy ride—have been carried over to the new model as well as such virtues as lively performance and excellent fuel consumption. I am surprised, too, that the new bodyside has not produced a roomier interior: tall people will find it a squeeze, whether driving the car or sitting in the back seat.

But I will start with the positive aspects of the Horizon. A pleasing shape, to my eyes at least, and the practicality of four side doors and a tailgate—self-lifting—plus the ability to fold down the rear seat for extra luggage space. A compact car, just under 126 long, and therefore easy to park (it would be easier still but for the low-geared steering and poor turning circle); and an easy car to start, thanks to electronic ignition.

Moreover, Chrysler has managed the trick of combining performance with economy. The Horizon inherits the 1100's 1294cc engine from the Simca 1100 and the latter, in particular, is a most lively unit for its class, reaching 60 mph from rest in around 13 seconds, with plenty of pull from low speed in top and a maximum speed of 96 mph. The only pity is that, while agreeably smooth under gentle driving, the engine develops an unpleasant boom in its upper reaches. The 1294 unit gives better fuel consumption than the 1118, my returns being a very respectable 32 to 37 mpg.

The softly sprung all-independent suspension gives typically French handling, which means plenty of body-roll and understeer when the car is pushed hard round corners. But road-holding is good, even on bumpy surfaces. The gearbox has a springy action and long travel but, worked carefully, presents little difficulty. The brakes are excellent.

The ride, again, has the characteristic French softness, though the Horizon does not soak up the bumps as well as compatriots such as Renault and Citroën. A feeling of choppiness over rough roads is exaggerated by inconsistent tyre rumble.

The seats are well upholstered, there is a handy cockpit layout and the instruments, while not as bold and clear as on other Chrysler dashboards, are sensibly positioned. But for me, a six-footer, there was simply not enough legroom in the driving seat however much I pushed the seat back.

I drove the dearest Horizon model available in Britain, the GLS, which

The Polonez—a new hatchback from Poland.

costs £3,518 and has several standard items not normally found on smaller cars, notably a radio/cassette player, digital clock and a door mirror adjuster.

In France, Chrysler has brought out an even better equipped version, the SX, which not only has a cruise control (like the Rolls-Royce) but a dashboard computer giving such information as the distance travelled on a journey, the time taken, the fuel used, average consumption and average speed. The computer unit, which comes from America, costs only £86, and makes one wonder why Aston Martin has still, after two years or more of trying, to get a workable electronic fascia on its £32,620 Lagonda.

Warsaw concerto

One of the new cars to be unveiled at the International Motor Show today comes from Poland. A five-door medium hatchback called the Polonez (in echo of Chopin?), it is claimed to be the first "really modern" car to emerge from a Comecon country. Not that the competition is very fierce.

The first wave of Eastern block cars to arrive in the West—the Skoda from Czechoslovakia, the Moskvich from the Soviet Union and the Wartburg from East Germany—were noted for their absurdly low prices, dreadful handling and general lack of refinement. The Moskvich and Wartburg have now been withdrawn, though the Skoda continues in a different bodyshell.

Then came a different kind of East European car, which raised the standard somewhat. Both the Soviet Union and Poland concluded agreements with Fiat to build the Italian company's models under licence and the results were the Soviet Lada, a version of the Fiat 124, and the Polish Fiat, based on the Fiat 125. At least these cars had acceptable handling, though they must be considered obsolete designs in Western terms as Fiat has long since stopped producing them in Italy.

By the mid-1980s the Comecon countries are likely to present a more formidable challenge. The Russians are working on a new small hatchback after the style of the Fiat Fiesta. Skoda will have made the switch from rear-engined cars to front-wheel drive, and the East Germans should have something more appealing to offer than the Wartburg and the little fibre-glass Trabant.

At the moment we are seeing a transitional stage. The Skoda is still based on a design to take front-wheel drive (though the rear engine continues for the time being) and in the Soviet Union and Poland there have been significant moves away from the Fiat influence. From the Russians comes the four-wheel drive, cross-country vehicle, the Niva, which is about to go on sale in Britain at

Saab debut

The Motor Show will also be the first chance for British motorists to see the Saab 900 range. My initial reaction to the car was that Saab had merely "stretched" its existing model, the 99, but although the two are closely related the 900 looks sufficiently different and has enough interior and mechanical changes to justify the new name.

Just over 8in longer than the 99, the 900 has been restyled from the windscreen forwards. The screen itself is deeper and the bumper lower and lower, capped with large banners which have been designed with an eye to the American market.

Though the 99 continues in production, the 900 will become the main Saab model and its greater size and better appointment will, the company hopes, make it a more plausible competitor to such marques as Rover, Audi and BMW than the current range. British sales of the 900 have been set for March next year, with prices from around £5,000 to £9,000.

Peter Waymar

Lex Mead

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1976 (April) Silver Shadow. Chrome Yellow with Black Everflex roof and Black hide trim. One owner. 33,000 recorded miles. £24,250

1976 (April) Silver Shadow. Seychelles Blue with Black Everflex roof and Beige hide trim. 29,000 recorded miles. £24,750

1973 (January) Silver Shadow. Caribbean Blue with Beige hide trim and Marchal headlights and head restraints to front seats. 49,000 recorded miles. £16,430

WEYBRIDGE (0932) 49221

1976 (September) Silver Shadow. White with Dark Blue Everflex roof and Dark Blue hide trim. 16,000 recorded miles. £26,750

1976 (September) Silver Shadow. Regency Bronze over Walnut with Beige hide trim. 12,000 recorded miles. £25,550

1976 (September) Silver Shadow. Cardinal Red with Beige hide trim. 30,500 recorded miles. £24,950

1975 (February) Silver Shadow. Shell Grey with Black hide trim. 25,000 recorded miles. £22,950

1974 (March) Silver Shadow. Shell Grey with Blue hide trim. 32,000 recorded miles. £20,750

1973 (September) Silver Shadow. Scots Pine with Tan hide trim. 35,000 recorded miles. £18,950

MAIDENHEAD (0628) 33188

1977 (August) Camargue. Silver Chalice with Tan hide trim. One private owner. 4,800 recorded miles. £32,500

1977 (March) Silver Wraith II. Honey with Dark Brown hide trim. Black vinyl roof. 29,000 recorded miles. £32,500

1978 (May) Silver Shadow II. Champagne with Beige hide trim. 4,700 recorded miles. £18,950

1978 (February) Silver Shadow II. White with Red hide trim. 5,800 recorded miles. £18,950

1977 (April) Silver Shadow II. Regency Bronze with Black hide trim. 8,500 recorded miles. £18,950

1972 (August) Silver Shadow. Caribbean Blue with Dark Blue hide trim. 41,800 recorded miles. £18,950

MANCHESTER (061) 833 9393

1978 (September) Silver Wraith II. Willow Gold with Dark Brown Everflex roof and Beige hide trim. £27,500

1977 (November) Silver Shadow II. Willow Gold with Beige hide trim and whitewall tyres. £27,500

1976 (August) Silver Shadow. White with Tan hide trim. 15,000 recorded miles. £27,500

1977 (January) Silver Shadow. Seychelles Blue with Beige hide trim. 17,000 recorded miles. £27,500

1975 (October) Silver Shadow. Caribbean Blue with Seychelles Blue roof and Dark Blue hide trim. 15,000 recorded miles. One owner. £28,830

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1976 (June) Silver Shadow. Walnut with Beige hide trim. 19,000 recorded miles. £26,500

1976 (January) Silver Shadow. Silver Sand with Red hide trim. 24,000 recorded miles. £26,500

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1970 M.P.W. draped in porcelain white with green interior and green hood. Corniche badges. 69,000 miles. £21,950

1975 Silver Shadow. Willow gold with chestnut leather roof and tan interior. 28,000 miles. Service history. £21,950

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1974 Silver Shadow. Porcelain white with silver and tan panels and black everflex roof. Red leather lat. Headrests. 17,000 miles. £21,950

1974 Silver Shadow. Silver shadow with black side panels. 17,000 miles. £21,950

1974 Bentley T-Type in silver with red leather interior. Speedhead. 10,000 miles. £21,950

1973 Silver Shadow. Alpine grey with red leather interior. 60,000 miles. Full service history. £21,950

1973 Silver Shadow. Walnut with beige interior. Lamphorn: rug. whitewall tyres. History available. £21,950

1971 Silver Shadow. Shell grey with red leather interior. Speedhead. 10,000 miles. £21,950

1970 Silver Shadow. Regal red, tan interior. Lamphorn rug. £21,950

1968 Silver Shadow Regal red with magnolia interior. Full service history. £21,950

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1978 Daimler Sovereign in metallic silver. vinyl roof, air conditioning. 10,000 miles. £26,500

1978 Daimler Sovereign "P" reg. From green with black interior. Cassette stereo. £26,500

1978 Jaguar XJ6 4.2. White with glass sun roof, red leather interior. A really special car. £26,500

1974 "N" reg BMW 3.0LA. Metallic red, electric windows, electric roof, automatic. £26,500

1972 Citroën SM. 5-speed box, metallic green, cassette stereo, air conditioning. £26,500

1971 Mercedes Benz 280SE. Golden sand with electric roof, electric windows. Auto. transmission. £26,500

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1966 ROLLS-ROYCE SILVER SHADOW. 4 door saloon. Velvet green with grey hide and refrigeration. The car bears a low mileage which we are now confirming and is highly recommended. £26,500

1967 ROLLS-ROYCE SILVER CLOUD. L.W.D. Divided saloon. 1967 078 280 SE. 2 door. 1967 078 280 SE. 2 door. 1967 078 280 SE. 2 door. £26,500

1961 BENTLEY CONTINENTAL. 2 door. F.H. Coupe by H. J. Mulliner. A choice of 2 cars. Black or Seychelles blue. Both with very full history. £26,500

1960 CONTINENTAL DROMEDARY COUPE. Black with green hide. 1960 078 280 SE. 2 door. 1960 078 280 SE. 2 door. £26,500

1959 MARK 6 Convertible by Grabar. A very rare motor car in superb condition. White with red leather and black folding top. £26,500

1958 6 TYPE CONTINENTAL FAST BACK by H. J. Mulliner. Virtually one owner from new. Equipped with 19 in. Mulliner and metal bars. Complete competition history. £26,500

1957 ROLLS-ROYCE SILVER SHADOW. "Empress" style touring saloon by Frazer and Nash. The motor show car equipped with racing and racing accessories. £26,500

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and

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Finished in Astral blue with beige hide Speedhead. Warranted 28,000 miles, £19,450.

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1976 Series II Saloon, finished in Moorland over pewter, beige hide upholstery. Recorded mileage 600.

1977 Series II Saloon, finished in Scots pine with beige hide upholstery. Recorded mileage 5,600.

1976 Silver Shadow, 4 door saloon, finished in white with red hide upholstery. Recorded mileage 17,000.

1976 Silver Shadow, 4 door saloon, finished in Seychelles blue with beige hide upholstery. Recorded mileage 17,000.

1976 "N" Series saloon, finished in Seychelles blue with beige hide upholstery. Recorded mileage 17,000.

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MOTOR CARS also on page 28

Broadcasting Guide

Edited by Peter Davalle

PERSONAL CHOICE



Mr. Davalle, at the centre of the boardroom drama, in Foundation (ITV 9.00).

old adage that nothing succeeds like success, or anywhere else, does not always hold good. It's hard to look much further than the prison comedy *Prison*. Dick Clement's and Ian La Frenais's inmates to integrated with their environment that whatever they said or thought was conditioned by it. The jokes, indigenous to Slade and all the characters drew their life from that fact. The follow-up series *Going Straight* (BBC 1, 8.00) sees the arch fixer Fletcher being freed from prison and restored to a diffuse world which has been over-excavated for jokes. The feeling of *Prison* is almost tangible. However, it is a joy to see the Barker's immortal rogue in action again, even a restricted scale.

A current serialisation of *Wuthering Heights* ends on a night and tonight (BBC 2, 8.30), you can see a repeat of the first episode. Every one has a grouse about *Wuthering*. My own objections are few. I just do not think that Ken Hutchison is right for Heathcliff. He has there ever been an actor who was not the most impossible role not written for an actor. I dislike all those objects they keep dangling, or ranging, up against the camera lens. Tonight, it is a bloody and rabbit's head, suspended from butchers' hooks, a good reason. Otherwise, I think Emily Brontë would approve of what the BBC has done to her elemental classic. It is sure: there has been absolutely no attempt to rip her work.

A practical side of me says there is no point in my tonight's programme about the Motor Show in London (BBC 2, 7.55) because I can do nothing. I need a bit of wishful thinking in our lives if we are anywhere. Tonight, former world motor cycling champion Barry Sheene will be testing the car of the year—1980 Porsche 928, the new Horizon and the Colt Super. There is also an interview with the head of the it company in France.

appointments with nostalgia on radio today. Jack's At Home (Radio 3, 6.35) includes the first broadcast of two works conducted by the late, great, Cantelli, at the Carnegie Hall in 1954. They are the over-symphony No. 5 and Stravinsky's *Song of the Nightingale*. Collector's items which are, alas, not for sale, the recordings belong to the Voice of America. Also at 4.45, veteran actor Norman Shelley, sometime the-Poo and now Colonel Danby in *The Archers*, about his 60 years in the acting business.

TELEVISION

BBC 1

6.40 am. Open University (until 7.55). 6.40, Romantic Primetime. 7.05, The New Forest; 7.30, Genetic Engineering. 9.30, For Schools. Colleges (until 10.45). 9.30, Canoe (racing). 10.15, Look, Listen. 10.35, Fienstein. 11.05, For Schools. Colleges (until 12.25). 11.05, Out of the Past (Charles Dickens). 12.30, A Job Worth Doing. 12.40, The Business World (brewery firm). 12.45 pm. News and weather. 1.00, Pebble Mill: an edition with a few Haversham. Some rare Turkish Swimming Cats are brought into the studio. 1.45, Heads and Tails: The world of nature, on the beach, between 1.45 and 2.00. 2.02, For Schools. Colleges (until 3.00). 2.02, Scene (the law of life). 2.35 General Studies (meritwork, megiliths). 3.00, International Tennis: women players compete in the BMW Challenge from Brighton. Today: a singles semi-

final and a doubles quarter-final. 3.33, Regional News (not London). 3.55, Play School: Chris Richards's story. 4.00, The Crown. 4.20, Hongkong Phoebe: cartoon. 4.30, Stup Horsing Around (r). 4.30, Jackanory: Patrick Moore concludes his readings from his book *Planets of Fear*. 4.45, Captain Caveman: cartoon. 4.55, Crackerjack: children's entertainment presented by Ed Stewart. Guests are Mark Raffles and Child. 5.40, News, with Peter Woods. 5.55, Nationwide: tonight's edition includes Desmond Lynam's Sportsweek. 7.00, Tom and Jerry: cartoon. 7.10, Star Trek: a false message from Mr Spock. But, naturally, it was not meant to be false (r). 8.00, Going Straight: first of the repeated comedy series in which Ronnie Barker, who Portridge behind him, returns to the outside world. (See Personal Choice.)

BBC 2

11.00 am. Play School: same as BBC 1, 9.30. 12.00, International Tennis: more live coverage of the BMW Challenge from Brighton (see BBC 1, 3.00). 1.30, International Tennis: more live coverage of the BMW Challenge from Brighton. 2.00, Open University (until 5.45, then 6.10 until 7.00). 5.20, Engineering Mechanics. 6.10, Geochemical Surveying. 6.35, Genes and Development. 7.00, News with subtitles for the hard of hearing. 7.05, The Best of Ludoors Outdoors: the cooking, gardening and do-it-yourself programme, with Zena Skinner, Geoffrey Smith, Roy Day and Val Hudson.

7.30, News and weather. 7.35, International Motor Show: opening day of the big event from Birmingham. Barry Sheene tests the 1978 car of the year (see Personal Choice). 8.05, Top Crown: fourth match in the BBC 2 Top Crown Masters Bowls Tournament. A clash between two of the game's most consistent prize-winners—Mike Leach (Lancashire) and Roy Nicholson (Yorkshire). 8.30, Wuthering Heights: repeat of last Sunday's instalment (part 4). Tonight: Heathcliff plots an act of revenge against Thruscroft Grange, using the youngsters as his weapons (see Personal Choice).

THAMES

9.30, For Schools: (until 11.55). 9.30, Leapfrog. 9.47, Starting Out. 10.05, Believe it or Not. 10.23, The World Around Us (St Kilda). 11.02, My World: stories, 11.15, Picture Box. 11.32, Supp. Look, Listen. 11.44, Reading with Lenny. 11.54, Beany and Cecil: cartoon. 12.00, Song Book: melodies for the young. 12.10, Pinks: stories for the young. 12.30, International Golf: second day's play in the European Open from Walton Heath, Surrey. 1.00, News. 1.20, Thames News: local roundup. 1.30, Farmhouse Kitchen: pre-Christmas edition. How to make the pudding and the cake. 2.00, Money-Ground: the programme and the Consum-

ers' Association suggest ways of improving the NHS community planning procedure. 2.25, International Golf and Racing: more from Walton Heath and from Newmarket, the 3.00 and the 3.35. 4.15, Raven: repeat of children's serial about a tough teenager (Phil Daniels) in a foster home. Part one: the mystery caves. 4.45, Magpie: ITV's definitive magazine programme for youngsters. 5.15, Thames Sport: what the weekend did for you. With Ronald Allison and Brough Scott. 5.45, News. 6.00, Thames at Six: news from the area. 6.30, Emmerdale Farm: countryside tales. Tonight: a bombshell from Henry Wilks. 7.00, Mixed Blessings: domestic comedy series about a mixed marriage (black and

white). Tonight: celebrations of the job done by the 7.30, The Rag Trade: fashion world comedy. Mr Fanner makes some rash promises. 8.00, 3-2-1: Last of the present series of quiz and contest shows, with Ted Rogers as the sympathetic MC. 9.00, The Foundation: penultimate episode in these stories about a boardroom crisis and the lovely lady (Lyndette Davies) at the heart of it. 10.00, News. 10.30, Soap: burlesqued domestic comedies which make a virtue out of bad taste. 11.00, International Golf: highlights of today's play in the European Open. 11.45, Police Five: how the public can help. With Taylor. 12.25, George Hamilton IV: country and western songs from this American entertainer. 12.25, Close: Brahms music and a Pre-Raphaelite Painting.

RADIO

Radio 4

6.00 am. News, weather, papers, 6.10, Schools. 6.20, Today. 7.00, 8.00, News, 7.30, 8.30, Headlines. 8.45, My Apartment-chips: Coleen. 9.00, News. 9.05, Local Time. 9.35, Am I Lay Land? Gerald Moore recalls. 10.00, News. 10.05, From Our Own Correspondent. 10.30, Service. 10.45, Story: The Hounds of Fear. 11.00, News. 11.05, Down Your Way: visits Raoul, Clwyd. 11.20, News. 11.25, Any Word? Panel game. 12.25, Weather. 1.00, The World at One. 1.00, News. 1.45, Woman's Hour from Birmingham. 2.45, Listen with Mother. 3.05, Play: Gooseberry by John Kirkwood. 4.00, News. 4.20, Norman Shelley, actor, talks of his radio career. 4.35, Story: Beck and Call. 5.55, Weather. 6.00, The Six O'clock News. 6.30, Gulp: papers. 7.05, The Archers. 7.20, Pick of the Week. 7.30, Profile. 7.45, Any Questions? 8.15, Letter from America. 8.30, Kaleidoscope. 8.55, Weather. 9.00, News. 9.10, World Tonight. 10.20, Week Ending. 10.55, Fruit on Friday: Fritz Spigel. 11.00, A Book at Bedtime: The House with the Green Shutters (11). 11.30, News, weather.

8.30, Rings on their Fingers: pre-marital comedies. Tonight, Sandy (Diane Keen) persuades Oliver (Martin Jarvis) that it is time for wedding bells to ring. 9.30, News, with Peter Woods. 9.35, Target crime thriller. Before he can hand over to a more incriminating evidence against a crook awaiting trial, the informer is blown up. 10.15, Tonight-In Town: the London entertainment scene. Valerie Singleton is the presenter. 10.50, Film: *Barbarella* (1957). Heavy-handed science fiction fantasy, set in the forty-first century. Jane Fonda as the comic-strip heroine is its only asset. BBC 1 variations: SCOTLAND: 10.25 am. Living in the past. 10.30, Tormod air Telly. WALES: 11.05 am. Let's Look at Wales: 1.45 pm. Nany-Pant: 7.00, Heddiw: 7.30, Cawl Chuan: 10.15, Rane on Friday. MIDLANDS: 10.15 pm, The Grass is Greener. EAST: 10.15 pm, Rane on Friday. SOUTH: Report South.

Radio 3 6.55 am. Weather. 7.00, News. 7.05, Concert: Boyce, Schubert, Chopin, Glere. 7.30, News. 8.05, Concert: Berlioz, Liszt, Weber. 8.30, Composer: Berkeley. 9.45, BBC Northern Ireland Orchestra: Boyce, Nielsen, Dvorak. 10.30, Young Artists' Recital: Mozart, Schumann, Chopin, Ravel. 11.30, Josef Bohuslav Fosterer Concert. 12.15 pm, BBC Northern Symphony Orchestra, part 1: Barber, Beethoven. 1.00, News. 1.05, Play: Preview. 1.20, BBC Northern Symphony Orchestra, part 2: Dvorak. 2.00, Bratislava Folk Music Prize 1977. 2.55, Bath Festival 1978 Concert: Weber, Scherzke, Ligeti. 3.40, Jascha Heifetz Plays Tchaikovsky. 4.15, The Wife of Winster: Poetry and music. 4.45, In Short. 5.00, German Chamber Orchestra: Schubert, Hummel, Zimmermann. 5.45, Hummard Bound. 6.30, News. 6.35, At Home: Guido Cantelli at Carnegie Hall: Stravinsky, Beethoven. 7.30, Music from Pebble Mill: Concert, part 1: Larnest, Martin. 8.10, Where I Create 1 am True: Rainer Maria Rilke's letters.

Radio 2 5.00 am. News: Weather. 5.02, Tony Brandon. 5.30, Terry Wogan. 8.27, Racing: Bullfinch. 10.02, Golf: The European Open. 10.05, Jimmy Young. 11.02 and 12.02 pm, Golf: 12.15 pm, Waggoner. 12.30, Peter Murray's Open House in Bournemouth. 1.02, 2.30, 3.30, 4.30, 5.30, Sports Desk: Racing, Newmarket. 3.35, William Hill Dewhurst Stakes. 3.45, Sports Desk. 4.45, Sports Desk. 4.50, John Dunn. 5.45, Sports Desk. 6.45, Sports Desk. 6.50, Sports Desk. 6.55, Sports Desk. 7.00, Sports Desk. 7.05, Sports Desk. 7.10, Sports Desk. 7.15, Sports Desk. 7.20, Sports Desk. 7.25, Sports Desk. 7.30, Sports Desk. 7.35, Sports Desk. 7.40, Sports Desk. 7.45, Sports Desk. 7.50, Sports Desk. 7.55, Sports Desk. 8.00, Sports Desk. 8.05, Sports Desk. 8.10, Sports Desk. 8.15, Sports Desk. 8.20, Sports Desk. 8.25, Sports Desk. 8.30, Sports Desk. 8.35, Sports Desk. 8.40, Sports Desk. 8.45, Sports Desk. 8.50, Sports Desk. 8.55, Sports Desk. 9.00, Sports Desk. 9.05, Sports Desk. 9.10, Sports Desk. 9.15, Sports Desk. 9.20, Sports 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INTERNATIONAL MOTOR SHOW

A SPECIAL REPORT TO MARK TODAY'S OPENING, BY THE DUKE OF KENT, AT THE NATIONAL EXHIBITION CENTRE IN BIRMINGHAM

Move from the capital is calculated gamble

By Peter Waymark

The show, which will be held at the National Exhibition Centre near Birmingham today by the Duke of Kent, is the biggest and most ambitious ever mounted in Britain and represents a calculated gamble by the Society of Motor Manufacturers and Traders.

By moving the show out of London for the first time in its history, the Society is taking a calculated gamble that the city can guarantee, in the long term, a superb modern motor show and will be the balance of the age falls on the right

things go well, the show could attract more than 10 million visitors during the 10 days and beat the attendance for a motor show set in Frankfurt in 1977. The Society has an option on more shows at Birmingham, to be held at two intervals, and is confident that the Midlands, after all, is the home of the British motor industry. But it will be happy with 10, which would be 50

per cent more than the private car and commercial vehicle shows together attracted in London.

The decision to leave the capital was governed by the growing inadequacy of Earls Court as an exhibition centre in size, facilities and general ambience, and the lack of any alternative. The show has had several homes since it was first held, at Crystal Palace in 1903, and has outgrown them all.

Crystal Palace soon proved inadequate, prompting a move to Olympia in 1905. This remained the venue for 32 years and it was succeeded by Earls Court, which, according to the 1937 catalogue, provided "larger, more modern and decidedly more accessible accommodation". The same words can be applied now to the National Exhibition Centre, which was opened by the Queen in February, 1976.

The six halls offer one million sq ft of space, or an area the size of Earls Court and Olympia put together. Five of the halls will be used for exhibits, the sixth for company hospitality and business suites. The cars alone will occupy as much space as 14 football pitches. Each hall has its own cafeteria and restaurant and since the visitor determined to walk round every exhibit will cover about four miles, covered if only half a such provision for refreshment hardly seems excessive.

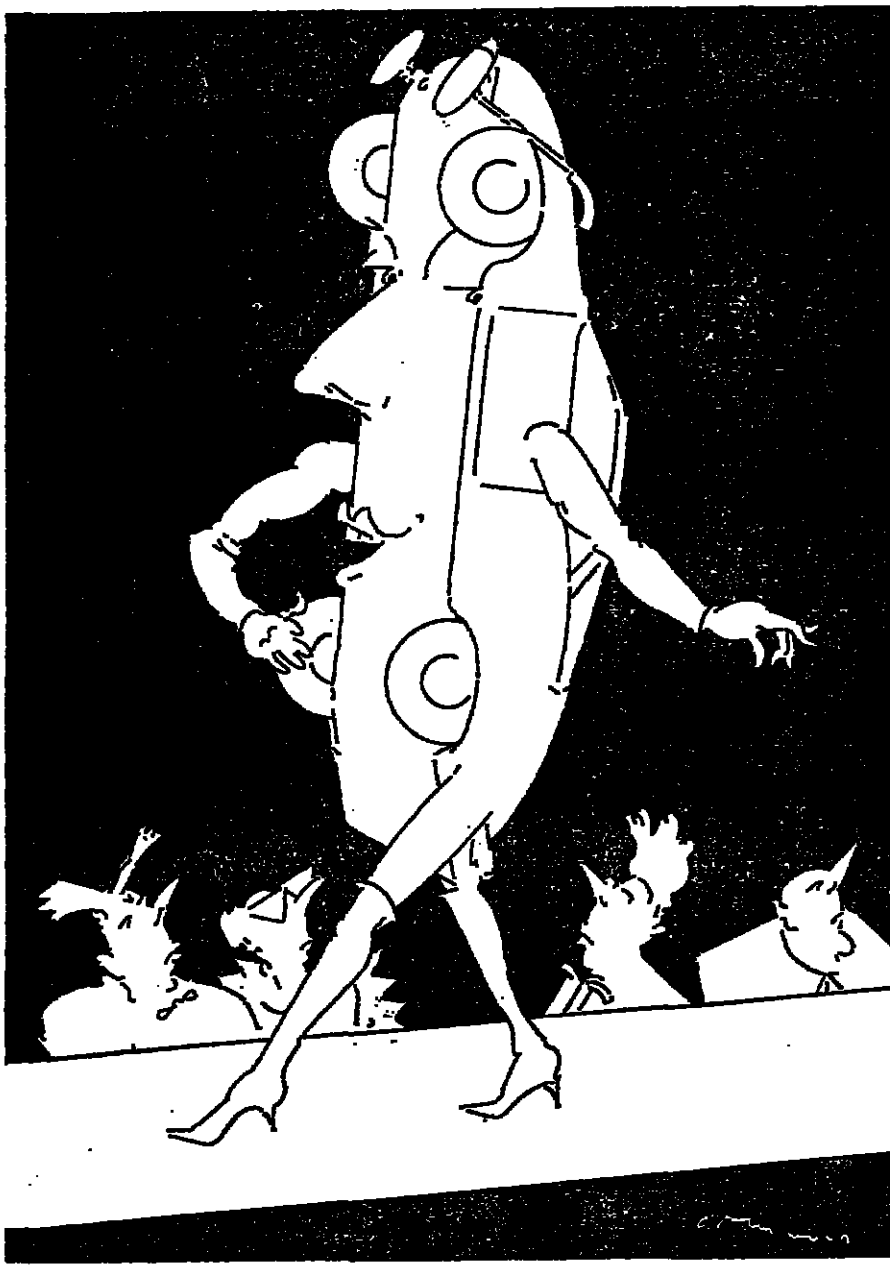
The central piazza from which the main halls radiate includes such services as banks, newsagents, gift and drug stores, car hire, book-

ings service for hotels, restaurants, theatres and tourism and a post office. A medical centre is also located in the piazza from which wheelchairs are available for disabled visitors.

The National Exhibition Centre occupies a site of 310 acres—about the same as Hyde Park in London—and is seven miles from the centre of Birmingham. It seems to have sprung up in the middle of nowhere, but it is generously served for both public and private transport. The centre has its own main line railway station, bringing it within 80 to 90 minutes of Euston by Inter-City express. Birmingham International Airport is close to the exhibition complex, with flights to large European and British cities, and for travellers by road the centre is only minutes from the five motorways which connect Birmingham to all parts of Britain.

The motor show will be the sternest test yet of these facilities, and ambitious plans have been laid to ensure that visitors in reasonable numbers can be transported comfortably and efficiently. Under the umbrella of the Department of Transport, more than 100 planning meetings have been held over the past 10 months to coordinate the biggest traffic exercise on record.

British Rail is providing a train from Euston every 10 minutes during peak periods and there will be extra trains, too, from cities as far apart as Glasgow, Edinburgh, Cardiff and Ply-



mouth. Special bargain fares, including admission to the show, will be available for weekend travellers. At least eight trains an hour will link the NEC with Birmingham New Street and in all British Rail expects to carry up to half a million people.

For motorists the show will be signposted 70 miles away. The Department of Transport has put up 234 temporary signs at a cost of £30,000 and another 1,000 special signs have been erected by the motoring organizations. A police control room has been set up at the NEC and police in helicopters will keep an eye on traffic and spot possible hold-ups before they can develop. All police rest days have been cancelled for the two Saturdays of the show.

The number of parking spaces at the NEC has been increased from 15,000 to 60,000. Though some drivers may have to leave their cars up to 3½ miles away, there will be a fleet of courtesy buses to get them to the show—it is hoped in 12 minutes. This "park-and-ride" operation will require 250 buses at peak periods and 80 at least on weekdays.

To help visitors using a new car and coach park on the opposite side of the railway line from the exhibition halls, the SMMT has spent £105,000 on a temporary pedestrian bridge. It crosses the five railway

tracks just south of Birmingham International station and will relieve the existing pedestrian underpass at weekends. The bridge can take 20,000 people an hour. Once inside the exhibition, visitors will be able to see the latest car and truck models, including several on show to the public for the first time, as well as cars, vans, car accessories and garage equipment. This is the first British motor show to house cars and commercial vehicles under the same roof and more than 700 exhibitors have booked space.

Special attractions include the Lotus Grand Prix car which won the 1978 World Championship and an Ascot 1913 display devised by the National Motor Museum, Beaulieu. This features such vehicles of the period as a Rolls-Royce Silver Ghost—the original "best car in the world"—a 25-seater Thames Coach, and an Hispano-Suiza named Alfonso XIII after the King of Spain. Triplex and the design firm, Ogle, are demonstrating latest developments in glass on an estate car conversion of the Austin Morris Princess.

For the first time at an official motor show used cars will be displayed and auctioned. British Car Auctions, the largest car auction company in the world, is joining Christie's, the fine art and antique car auctioneers, in two huge

marquees next to the new car exhibition hall.

The Christie's auction on October 23 will feature classic cars, some dating from before the First World War and including several early Rolls-Royces. Prices of more than £20,000 are expected. The two BCA events, on October 25 and 27, will offer good quality second-hand cars of more recent vintage.

It now remains to be seen only what sort of public response the show gets. The excellence of the facilities on site and the transport arrangements certainly argue for a big attendance and the National Exhibition Centre has had little difficulty in attracting good crowds for smaller and less publicized shows.

On the other hand, whatever its faults, Earls Court was only a short Tube ride away from West End shops, theatres and restaurants. The London motor show could pull in many casual visitors who may have had no particular interest in cars but were happy to pass an hour there on the way to somewhere else. The NEC is not on the way to anywhere, and to go there represents a conscious decision to set aside a day. How many people will make that effort is open to question.

The author is Motoring Correspondent, The Times.

ON OTHER PAGES

- Leyland: an assessment; multinational impact; Japanese challenge. II
- Peugeot-Citroën takeover; specialist cars. IV
- The diesel explosion; the fleet car; utility cars. VI
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- Accessories—the DIY industry; in-car entertainment. XI
- What's new: a review of recently released models. XII

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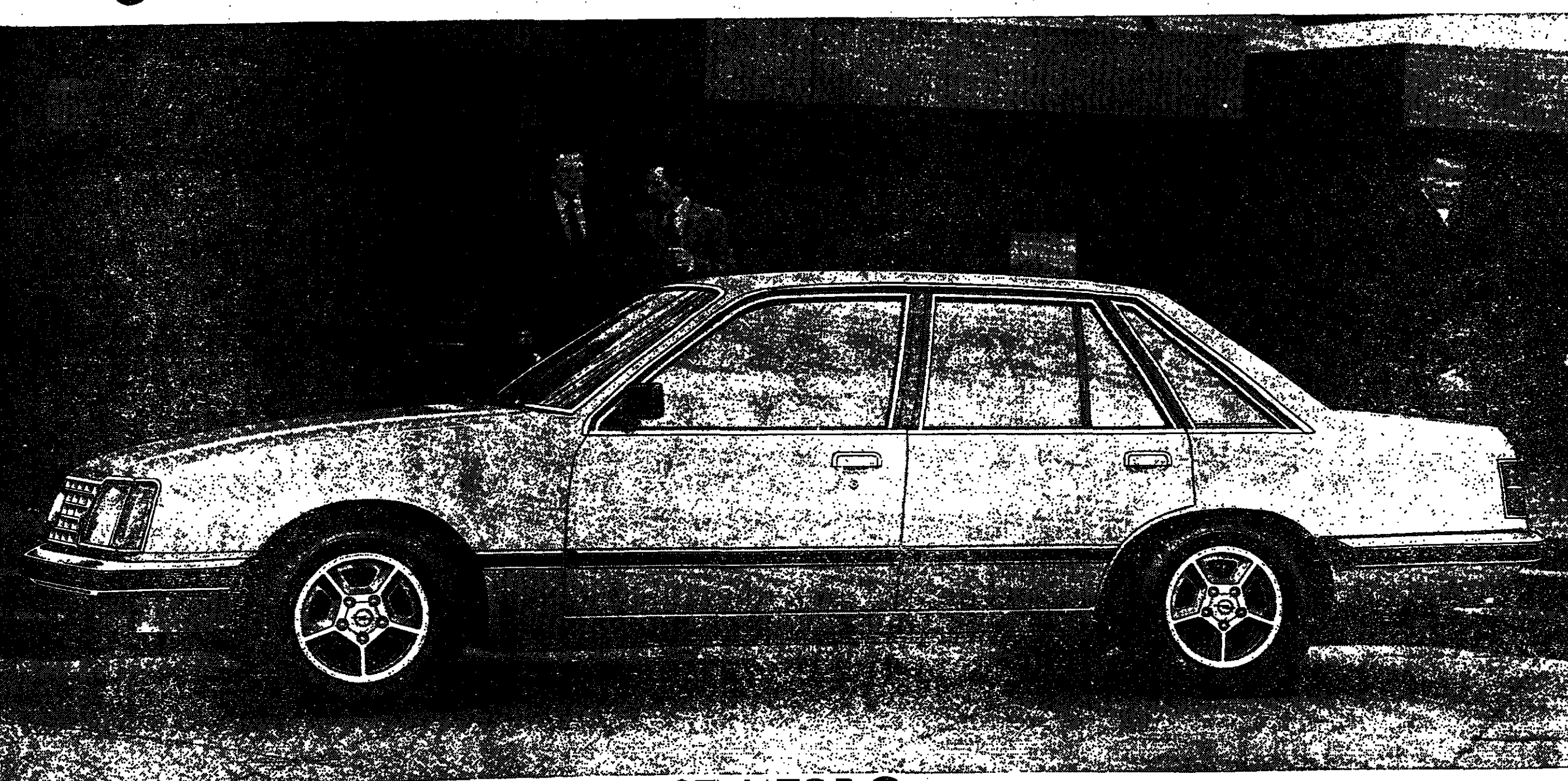
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SENATOR

Hand-to-mouth image gets BL down

by Peter Waymark

The essential difference between British Leyland (or BL as it now prefers to be known) and so many of its competitors is that the latter have the confidence to plan ahead from a firm base.

Ford or Renault men will talk confidently about the next 10 or even 20 years while Leyland remains almost a hand-to-mouth operation, too concerned with the problems of today to contemplate the opportunities of tomorrow.

The problems have become depressingly familiar. The company has a potential capacity of a million cars a year but has consistently failed to produce anywhere near that figure. As a result, sales have been lost to rivals, particularly from abroad, and the consequent inability to make enough profit has delayed attempts to strengthen and streamline an unwieldy model range.

For its first seven years, Leyland was a private company under the leadership of Lord Stokes. Then came government control and now the discredited Ryder plan. Then, last November, Mr Michael Edwards became Leyland's chief executive on secondment from the Chloride Group.

Lord Ryder's committee proposed that the Leyland car division should cease to be run as a loose federation

of companies—Austin/Morris, Rover, Triumph and Jaguar — and become a single, centralized body. It said the model range should be ruthlessly pruned to, eventually, five saloons and three sports cars. The Mini replacement was to go ahead as a matter of urgency to maintain Leyland's presence in a vital part of the market.

Each of these proposals has been either modified or abandoned. Mr Edwards's first step was to break up the monolith and give the companies back their individual identity. Jaguar, Rover and Triumph are in one group and Austin/Morris in another. The groups are almost autonomous and there are several sub-divisions: Land-Rover, for instance, has its own managing director.

Mr Edwards argued that this arrangement would make the operation more manageable and give a greater sense of purpose to the workforce.

In the long run he may be proved right, but so far the new structure seems to have brought little improvement. The output remains low and except in one month when sales were artificially stimulated by a "Superdeal" campaign, BL has failed to exploit what looks like being the biggest home market since the peak year of 1973. Despite selling more cars, Leyland's share

in the first nine months of 1978 was only 22.74 per cent compared with 24.94 per cent over the same period last year and Mr Edwards's declared target of 27 per cent.

Damaging strikes such as the tax dispute at Rover continue to thwart attempts to achieve the continuity of production which BL needs to be competitive.

In the first six months of the year, according to Mr Edwards, there were 346 disruptions at BL plants. The failure to make progress on the fundamental matter of output has forced a less adventurous approach to model policy. Mr Edwards and his colleagues seem more concerned with making the best of what they have than with pushing through new models.

The Mini replacement on which the Ryder plan set such store has been abandoned, although there will be a slightly bigger car in the Ford Fiesta mould. The Mini will run side by side with the new model, which is scheduled to appear in 1980. The urgently needed new medium car is still four years away, and meanwhile BL must soldier on with the aging Maxi and Dolomite and hope that a new engine and bodyshell can revive the Marina. Austin Morris badly needs a winner.

The specialist division has different headaches. The Jaguar range, particularly in its 12-cylinder form, is one of the finest cars for performance and refinement made anywhere in the world.

It has suffered, however, from both mechanical trouble and poor paintwork and the priority is to put these things right (the new paint shop is to open soon) rather than embark on a big increase in production capacity. The plan of a few years ago to double Jaguar's output to 60,000 cars a year has been abandoned. The policy henceforth will be to produce exclusive cars with improved quality.

The new Rover saloon is one of the most galling episodes of recent Leyland history. Launched to wide acclaim, and given the accolade of Car of the Year, it has yet to be produced in sufficient numbers to enable its profit potential to be realized. The car is made in a new factory with a capacity of 140,000 units a year, but output has barely reached half that figure and attempts to introduce a second shift have foundered on union opposition.

The Land-Rover and its derivative the Range Rover are further examples of successful products which have never kept up with demand, so that other four-wheel drive manufacturers are not least the Japanese, are beginning to bite hard into this market. Belatedly, per-

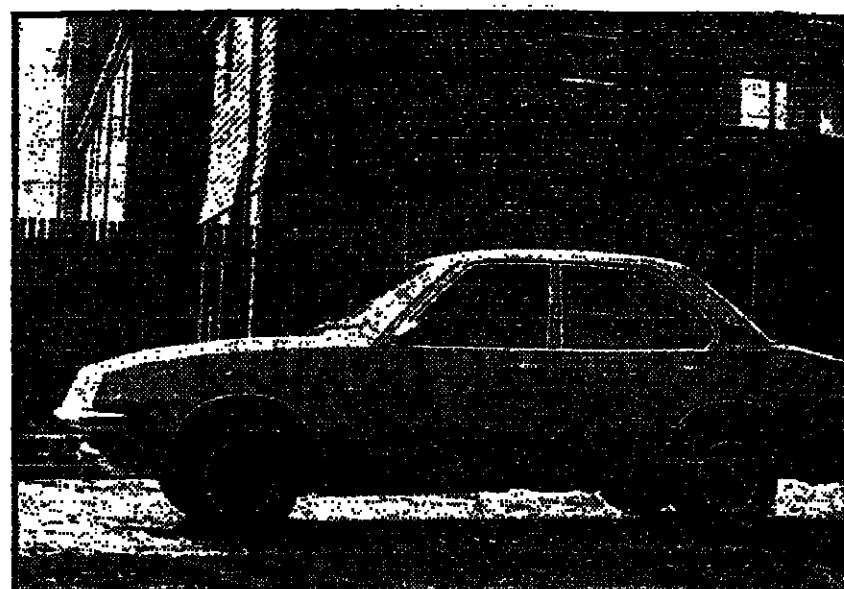
haps, BL has announced a £300m plan to raise output by three quarters, but the process is likely to take four years and by then the competition will be even stronger.

Mr Edwards's boldest decision so far has been to close the TR7 sports car factory at Speke on Merseyside which was losing money. Despite initial union opposition, production of the car has been transferred to Coventry, and it will be relaunched during the autumn with a new engine and new body variants. BL must also hope that it has beaten the mechanical problems which have dogged the car.

Mr Edwards has said there is to be a review of sports car policy in the next few months when, presumably, the future of the Triumph Spitfire and MGB and Midget will be decided. All have been steady sellers in the United States, but the designs date from the early 1960s and cannot be expected to appeal much longer.

What the car side of BL needs almost as much as continuity of output and new models is a brand image. To talk of a Renault or a Volkswagen is to define a specific type of car with an established niche in the market. But what is an Austin and what is a Morris? In a business as competitive as selling cars, a strong identity is essential.

Ruthless professionalism provides the drive



The Vauxhall Cavalier, a thinly disguised version of the Opel Ascona, emphasizes the impact of the multinationals.

For some years the most successful and admired section of the British motor industry has been Ford. Other companies, notably Leyland, have paid Ford the compliment of recruiting (some would say "poaching") its top men in the hope that some of the magic would rub off. That hope has seldom been realized.

Not that the reasons for Ford's preeminent position are difficult to grasp. It is a matter, basically, of a ruthlessly professional approach in the key areas of marketing and finance. Ford has captured the leadership of the British car market by providing the customer with the sort of vehicle he wants at competitive prices.

The strike which brought Ford's production to a halt more than three weeks ago, though damaging in the short term, is unlikely to upset this policy.

Three milestones along the way illustrate and help to explain Ford's development over the past 20 years. The first was the decision to build the Cortina model which appeared in its mark I version in 1962. The obvious car for Ford to have brought out at that time was a competitor for the Mini, a brilliant and much acclaimed design that had added a new word to the language.

But Ford stood back, costed the Mini and decided

that it would be impossible to make such a car profitably. (A decade later, Leyland chiefs were rueful the fact that although a best-seller, the Mini was still making no money.) Instead Ford plumped for a new medium car, roomy, well-priced and comparatively cheap to build, that would appeal to the newly-affluent family motorist as well as the expanding company fleet market. The first Cortina may have lacked the Mini's customer appeal, but it was in its fourth edition and firmly established as the most popular British model.

Ford's second important stroke was to integrate its British and continental operations, setting up an umbrella group, Ford of Europe, in 1967. Long before its American rivals, General Motors and Chrysler, Ford saw that if it was to compete with the giants of European car production—Fiat, Volkswagen and Renault—it would have to abandon national boundaries. Instead of making separate models for Britain and Germany, there would be a general range of cars of which the Escort became the first example.

Apart from the obvious economies to be gained from making one product where it had previously made two, this policy has given Ford an enviable flexibility. When the company ran short of Cortinas in Britain it was able to supply orders from the Continent. When it wanted to make the Fiesta in Dagenham, Granada production could be switched to Germany. The Capri went to the Continent and Escort production could be increased at Halewood.

The Fiesta, Ford's third big development in the past 20 years, was a further extension of the international car concept. For years Ford kept out of the Mini-Market be-

cause it saw no way of making a profit on small cars. But by producing the Fiesta, simultaneously at a new plant in Spain, as well as Germany and Britain, it could spread its costs.

Another part of the strategy has been to keep the model range small and make the maximum use of common components. Ford offers only five basic body shells: Fiesta, Escort, Cortina, Capri and Granada—and there is much overlapping of important items like engines and gearboxes. At the same time, the company has a choice of engines and several permutations of trim and equipment, so that the market is covered.

Ford's flair for identifying what the motorist public wants has enabled it to sell strongly and consistently to generate sufficient funds to keep the range up to date. A Ford car, on average, undergoes a major revision, including an entirely new body, every five to six years, helping to give the company a strong competitive edge over its rivals.

This process of constant modification and improvement has given Ford a much better range of cars than it had even five years ago. Though sticking generally to simple conventional engineering, Ford now makes a smarter and more attractive product. It also makes a profit, which cannot be said for any other major British-based manufacturer.

Ford's adversary, General Motors, was for long curiously reluctant to integrate its European activities and the big, successful Opel company in Germany presented a marked contrast to the small and struggling Vauxhall production in Britain. But GM always argued that it stood more to gain from two model lines, wearing Opel and Vauxhall badges, than one. In other

words, there was no sense that the drop Vauxhall would actually send former Opel customers to Opel rooms. All the same, the economic necessities of a greater rationalization of mechanical parts and body panels were such that Opel should be possible for all GM components in Europe. A Vauxhall should use designs and adapt them to suit the British market. The result is the Cavalier, which began with was a thinly disguised version of the Opel Ascona-Manta, which began with was a thinly disguised version of the Opel Ascona-Manta, which began with was a thinly disguised version of the Opel Ascona-Manta.

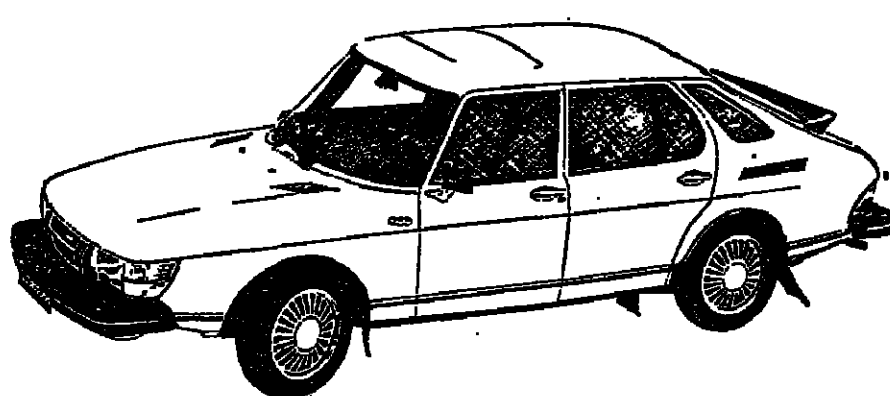
The result is a stronger and more cohesive Vauxhall range years ago the model was restricted to the but dual Vira and the appealing Victor. Quicker, poorer and, even more in ant, the cars covered half the market with in the medium sector it Ford has done so well, the Cortina.

The Cavalier more plugged that gap and the Chevette have a long way towards exceeding Vauxhall's former reputation for quality reliability. The improved range has yet make its impact on a balance sheet, which remains in the red, and Vauxhall's share is still disappointingly low. But foundations have been and, given a free supply, cars, Vauxhall should return to the success it enjoyed in the 1960s.

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Japanese negotiate a political chicane

by Edward Townsend

Japanese cars have been capturing a little more than 10 per cent of the United Kingdom new car market this year—not a big advance on 1977—but the clamour for restraint and restriction has continued unabated.

The issue remains essentially political. Much of the intense feeling against Japanese car sales has come from politicians and trade union leaders. To the latter it centres on job protection at home while the propped-up British industry struggles to regain lost sales. To the former it is a possible vote-catching issue coupled with the broader world concern to tackle Japan's enormous trade surplus.

But in spite of the machinations of the anti-Japanese lobby, British people are continuing to buy Japanese cars and would probably buy twice as many if the manufacturers and importers were given total freedom. Even then, Japanese cars would still attract an EEC import duty.

The Japanese, in many ways respectful towards the traditions and skills that built the British motor industry, have often proclaimed their desire not to disrupt the market, only to be allowed to sell freely and with responsibility. They are, they say, keen to see a healthy United Kingdom car industry competing in a free market against all comers.

So why should the British people be denied freedom of choice, which is, whatever the pro-restriction side, whatever the merits of its argument, is attempting to curb?

After all, Japanese cars are no longer cheap and while the pundits often consider them to be boring, staid, lack-lustre vehicles, in the first seven months of this year 100,575 of them were bought in the United Kingdom, mostly by private motorists.

Reliability, availability and a consistent level of quality are, whatever the detractors claim, the virtues quoted by most Japanese car owners. The answer is bound up with the fact that in modern industrialized society, total freedom in any market is both impossible and irresponsible. Earlier this year, not long

after the latest undertaking by the Japanese Government over car exports to the United Kingdom had prompted allegations that it was not leading to the sort of orderly marketing that seemed to have been promised, *The Times* in a leader brought home the central point.

"The reality of the organization of Japanese industry and its relations with government is that it is in a position to deliver a devastatingly effective export drive into any open market. The United Kingdom remains one of the most open industrial markets in the world. It is in the interests of domestic consumers that this should be so. The effects, however, on the balance of trade and on domestic employment are potentially so serious that no government could contemplate totally free trade."

It is, therefore, in the enlightened long-term interests of the Japanese motor car industry that effective self-restraint should be practised. This must be coupled with clear targets for the level of imports, which should be agreed and observed. Any other course is bound to result in a major spread of overt protectionism and formal quotas for imports of motor cars, which would do serious harm to the general cause of freer and expanding trade."

But the Japanese producers as an industry have shown themselves totally unwilling to set any such targets. Unilateral action by the imposition of formal import controls therefore remains a real possibility.

Apart from market share, actual sales of Japanese cars are forcing ahead. From January to the end of July, Japanese new car registrations increased by 40.5 per cent while Ford, the market leader, saw its sales rise by 27 per cent and the market as a whole by 22 per cent.

The Japanese leader, Datsun, clocked up a 39.4 per cent increase, and Toyota 43.5 per cent. The newcomer, Mitsubishi's Colt, which has made no secret in the United Kingdom of its rejection of any kind of restraint, boosted its sales by 53.5 per cent in the seven months. Honda's sales went up 44.4 per cent and Mazda's 15.5 per cent.

The figures illustrate competition existing between the producers, a fact which the Japanese claim, often ignored.

Because of the wider trade issue, Japanese are lumped together and manufacturers complain they have to fight against this approach while also facing intense rivalry within their own ranks.

They have also said repeatedly that any collusion among manufacturers' sales levels in any market would infringe Japan's tight anti-trust laws. But perhaps the element in the Japanese argument that is regarded as spurious by their opponents is that any restriction on Japanese cars does little to help the United Kingdom car industry.

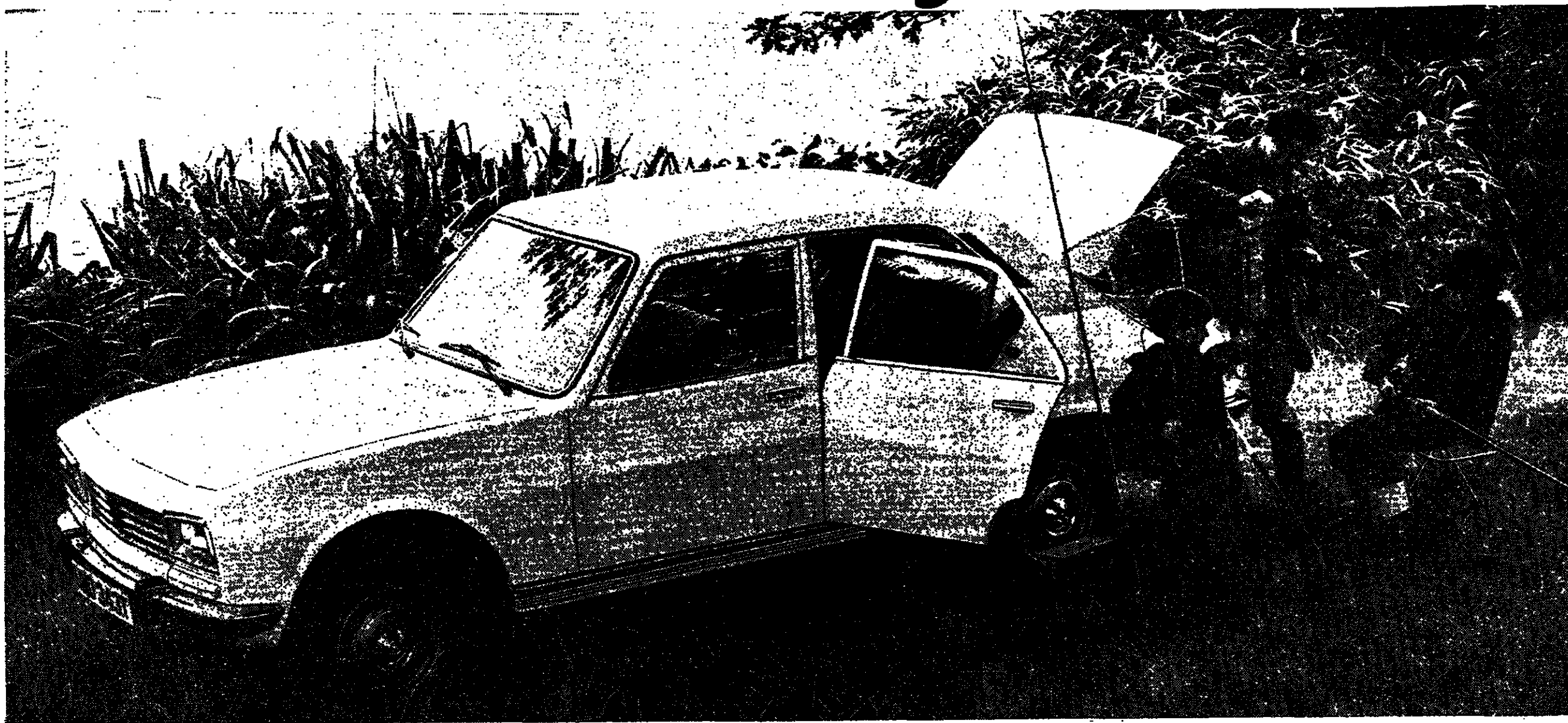
While it is true that in the United Kingdom non-British-made European vehicles have bounded in recent years, the division between what is not a British car has blurred considerably.

The big four United Kingdom manufacturers, British Leyland, Vauxhall, Ford and Chrysler, three of which are American owned, now import large numbers of cars from the Continent. For every much a European car, Vauxhall and Opel stable-mates, Chrysler Peugeot-Citroën are set together and it must be a matter of time before British Leyland forges with a competitor like Renault.

Other importers such as Volkswagen, Audi, BMW Mercedes continue to build at least assembly facilities for cars in Europe. Union reaction to this in the United Kingdom is hostile, even though an assembly plant is labor-intensive, and the Japanese are more likely to set up in France or Germany.

When European work starts to build Japanese cars, the politicians will do some drastic rethinking.

The '79 Peugeot 504. The family 1800



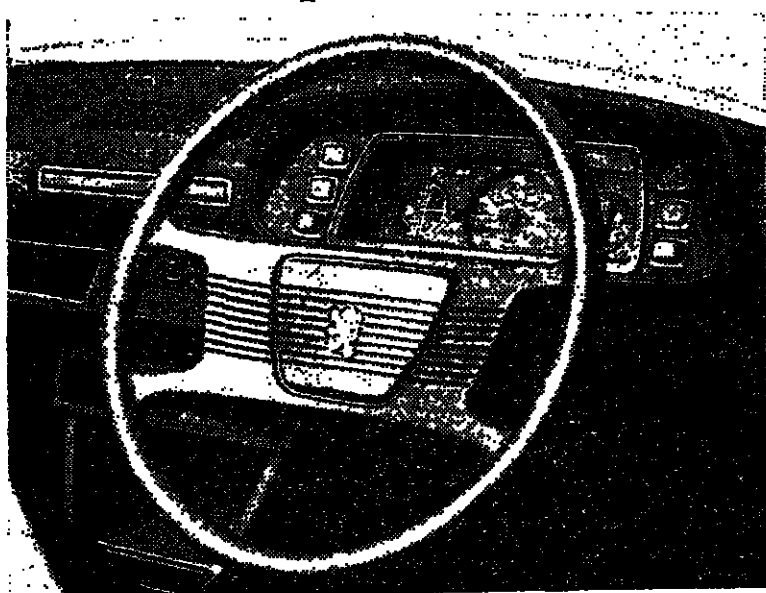
The 2 litre Peugeot 504 is renowned throughout the world for its strength and reliability proven many times by outright wins in the toughest long distance rallies. Now we introduce our new 1800cc 504 for 1979, with everything you need for complete family motoring.

It has the room for all the family to travel in complete comfort and the carrying capacity for all their luggage. You are assured of the proven reliability of our strong, durable 1800cc

engine together with the economy gained by running on two star petrol. It's finished to a very high standard, is comprehensively equipped and represents excellent value at a truly sensible family minded price.

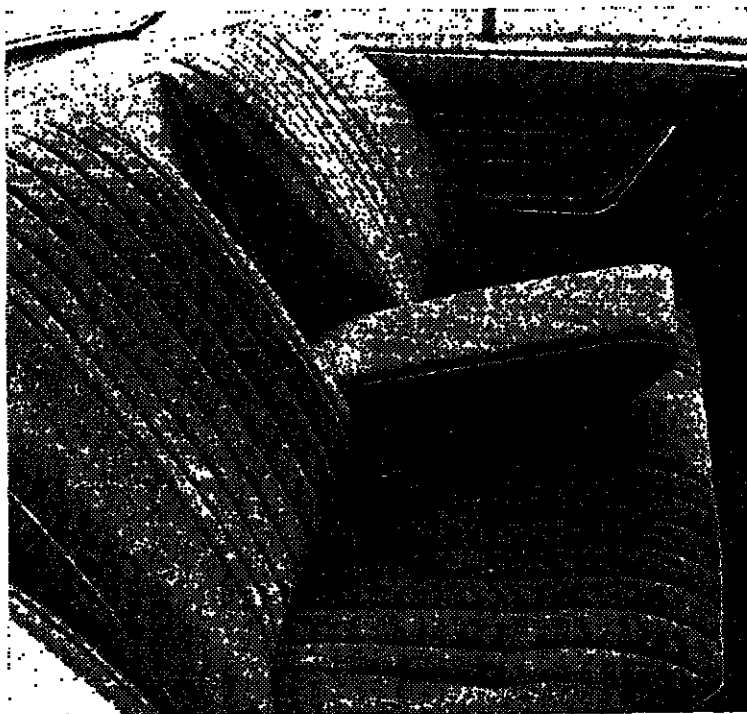
Guaranteed for 12 months, the Peugeot 504 requires main services once a year or every 10,000 miles.

Visit one of our 231 dealers for a test drive.

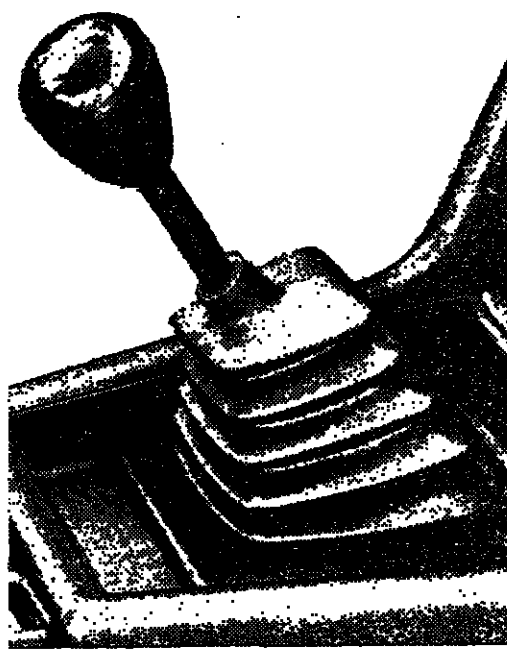


The instruments are neatly clustered in a new dashboard. All the controls are at your fingertips.

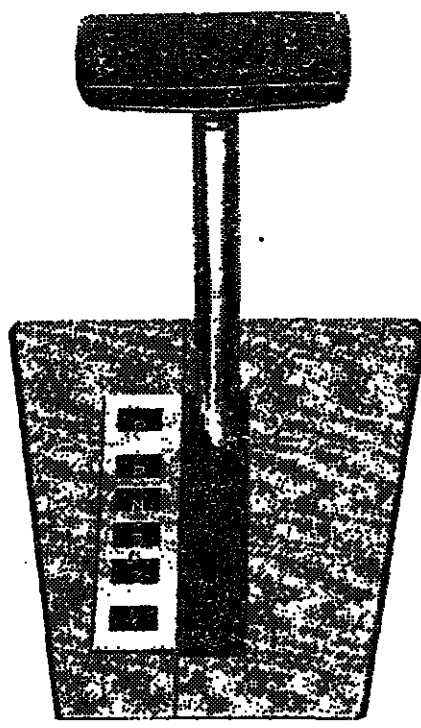
There is a cavernous boot for all your luggage. The spare wheel is stowed underneath the car to leave the load area completely free.



Deep comfortable cloth-covered seats. With a fold-down centre armrest in the rear seat to give your passengers total relaxation.



A new, short gear stick to enable fast, easy, smooth gear changes.



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Fuel Consumption**		
504		
	Manual	Automatic
At a constant:		
55 mph	25.8 mpg	32.8 mpg
(75 km/h)	(7.9 L/100 km)	(8.6 L/100 km)
75 mph	28.5 mpg	24.8 mpg
(100 km/h)	(10.4 L/100 km)	(11.4 L/100 km)
Standard urban driving	22.1 mpg	21.7 mpg
	(12.9 L/100 km)	(13.0 L/100 km)

**In accordance with official Government testing procedures.

The 504 runs on 2 star petrol, giving up to 36 mpg or with Diesel engine, returning 41.5 mpg at a constant 56 mph.

And if you're in a position to run a company car there's the added benefit that this model falls in the under 1800cc tax bracket, realising yet another saving.

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504 Saloon: £3,985.
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504 Diesel Saloon: £4,550.

Estates

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504 Diesel Estate: £4,933.

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World famous for strength.

Political bargaining must accompany latest merger

by Peter Waymark

Peugeot-Citroën's plan to take over the Chrysler operations in Europe was an unusually well-kept secret for an industry that attracts more than its share of rumour and speculation. In retrospect, the idea of forming a giant motor company with a capacity of 2,500,000 vehicles a year is less surprising than that Peugeot, of all firms, should be behind it.

Peugeot had been a quiet, conservative family firm, tucked away in eastern France, minding its own business and expecting outsiders to mind theirs. It had built up a range of tasteful, quality cars, had excellent labour relations and turned in a steady profit. On the face of it, there was no reason why this happy state of affairs should not continue for ever.

Except, of course, that the logic of car production in the second half of the twentieth century has demanded bigger and bigger units. The rising cost of labour and materials, and competition from new car-producing areas like Eastern Europe and Japan, forced manufacturers in the West to look for economies of scale. The history of the industry since the Second

World War can almost be written in terms of mergers and alliances.

It started in Britain when Austin and Morris formed the British Motor Corporation in 1952, the first step of a process that was to culminate, 16 years later, in British Leyland. Fiat took over Lancia and Ferrari, Volkswagen acquired Audi and NSU. Fiat and Citroën were linked for a time, Volvo and Saab tried unsuccessfully to arrange a marriage in Sweden. Volvo having bought the Daf car company in Holland. Commentators began to foresee the day when the world's car production would be concentrated in half a dozen hands—two American (Ford and General Motors), two Japanese (Daimler and Toyota) and two European. Peugeot's decision to bid for Chrysler has, in effect, booked its place in the "big six".

Peugeot had seen the way things were going back in the 1960s when it put out feelers for a merger with (ironically) Citroën. The plan fell through and instead Peugeot concluded a technical agreement with the state-owned Renault company. The partners agreed to share research, standardize parts, from radiators to gearboxes and, most important, to set

up a joint engine factory. The engine project was later joined by Volvo.

In the 1970s Peugeot acquired Citroën after all, though somewhat reluctantly. Citroën, dominated by engineers with a habit of thinking about 20 years ahead of everyone else, made superb cars but had little idea how to cost and market them. The oil crisis of 1973-74 left these weaknesses glaringly exposed and the French Government was forced to step in to save Citroën from almost certain bankruptcy. Peugeot was cast as the fairy godmother.

The arrangement has proved more successful than either party could dare to have hoped. A strong dose of financial discipline and the beginnings of rationalization have brought about a dramatic revival in Citroën's fortunes and, almost unnoticed, two smallish car companies have been transformed into one large and powerful one.

The ability to manage an annual output of 1,500,000 vehicles seemed to widen Peugeot's horizons and when Chrysler became ripe for plucking, the opportunity was quickly and enthusiastically seized. Peugeot, Citroën and Chrysler together will form Europe's biggest motor manufacturing company, a thought that

Volkswagen, Fiat and the rest must be busily digesting.

The deal with Chrysler gives Peugeot-Citroën half as much capacity again, the potential for big savings on common design, tooling and manufacture and, not least, a stronger presence in export markets, particularly the United States. From a purely patriotic view, it means that the entire French car industry will be in French hands.

The immediate speculation is about Peugeot-Citroën's plans for the Chrysler plants such as Linwood in Scotland with its appalling history of labour relations. Having paid out the taxpayers' money to rescue Chrysler UK only three years ago, the British Government is hardly likely to let Linwood close now. Much political bargaining clearly needs to be done.

In the longer term, Peugeot-Citroën will have to decide whether to retain the Chrysler cars as a separate model range or gradually absorb them into the two existing lines. Either way, there seems more future for the front-wheel drive Alpine and Horizon than the more conventional British designs like the Avenger and Sunbeam.

For Chrysler, the selling of its European companies to Peugeot-Citroën is the sad,

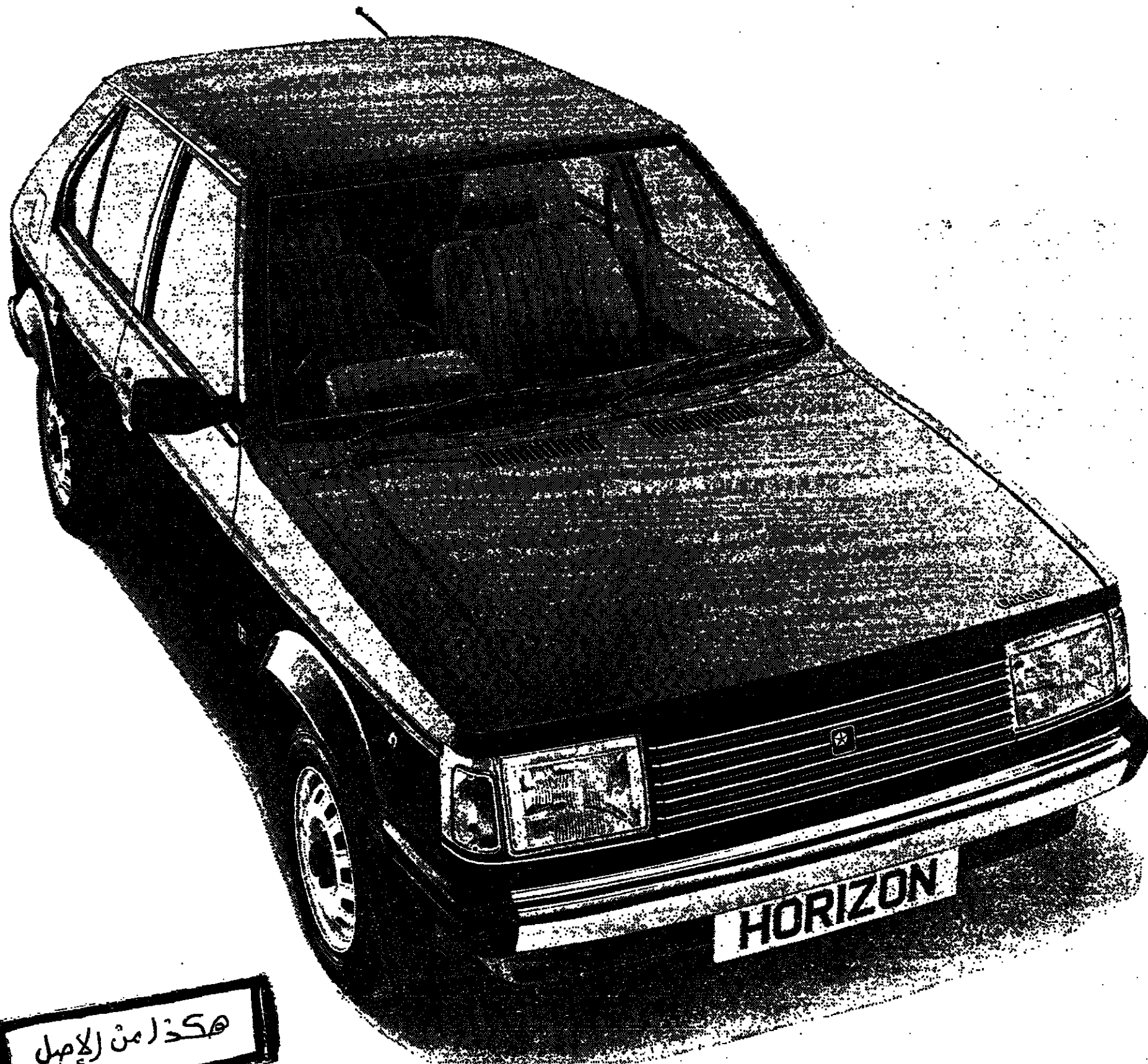
but probably inevitable, end to an ill-starred attempt to think big with inadequate resources. Chrysler came into Europe only in the 1960s, 40 years after General Motors and 60 years after Ford, and it was forced to make do with the left-overs—the ailing Rootes Group in Britain, Simca, weakest of the French car companies, and Barreiros in Spain.

Chrysler's main hope for success in Europe rested on integration. Ford had shown the way from 1967 when it created an umbrella body to run its European operation as a single entity with a common model range. Chrysler went tentatively along the same path but with little conviction and though the rescue plan worked out with the British Government brought the Alpine to Coventry, the French and British models remained largely separate.

In the end, the prospect of continued losses in Britain after the agreement with the Government ran out at the end of 1979 forced Chrysler to abandon Europe, using the proceeds from the Peugeot deal to shore up its American end. Of the three United States manufacturers who have tried to establish themselves in Europe, Chrysler was the last in and looks like being the first out.



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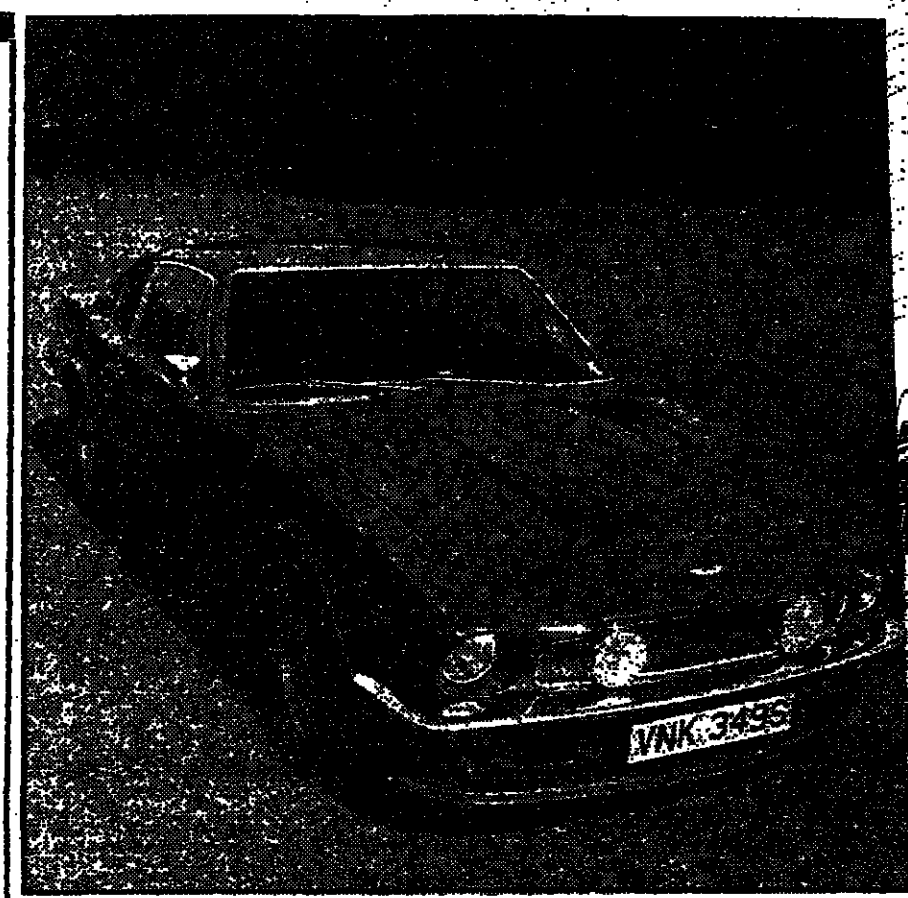
Electronic Ignition for instant starting even when it's cold or wet. A diagnostic plug under the bonnet to facilitate dealer servicing. And a body that's built to last,

protected against corrosion for years by the newest cathaporetic total immersion process.

On top of all that, you can drive 10,000 miles or for one year between major services.

When it comes to winning ways, the Chrysler Horizon has the lot.

THE NEW CHRYSLER
HORIZON
BUILT TO WIN YOU OVER



The Aston Martin V8 Vantage has a top speed of 160 mph.

Superior models are much in demand

by John Blunsden

Approximately 99.5 per cent of all British car production comes from four big groups—one Government-controlled and three with American parentage. The balance of roughly 0.5 per cent is accounted for by the small specialists, the companies which have survived the "big is beautiful" era to remain refreshingly independent and, through a degree of flexibility so often denied the larger combines, able to offer a surprising diversity of cars, notably in the high-performance sports and luxury classes.

For example, it may come as a surprise to learn that there are no fewer than nine different models in the Rolls-Royce/Bentley catalogue, each tailored to a particular niche in the most exclusive of all markets. In addition to the Rolls-Royce Silver Shadow (the largest individual seller) and its Bentley counterpart, the T series, there is the Silver Wraith—a revival of an earlier Rolls-Royce name for what in effect is a longer-wheelbase Shadow with an even more luxurious specification.

Then there is the Corniche family, a quarter of two-door models comprising saloon and convertible bodies behind either a Rolls-Royce or a Bentley radiator, and finally the company's flagship, the two-door Camargue saloon, whose price of £47,000 makes the Silver Shadow seem a positive bargain at less than £23,000.

With production rising steadily year by year (the 1978 figure should be well in excess of 3,000 units with perhaps 1,400 cars earmarked for the British market), Rolls-Royces and Bentleys have never been more plentiful, which is more than can be said of the Bristol.

Hand-built at the rate of about three cars a week, these Chrysler-powered cars, combining the best of British craftsmanship, high-quality materials and almost obsessive attention to detail with the effortlessness of a big V-8 engine, have attracted a clientele rather as would an exclusive club. Members make their purchases, not through a dealership network but by personal contact with Mr Anthony Crook, the company's chief executive.

For his built-to-order 603S2 saloon he will require a cheque for about £30,000, and about £3,000 less for one of his

ingenious 412S2 convertible saloons—a car which combines the features of a hard-top and an open car.

The revival from near-bankruptcy to relative prosperity of Aston Martin Lagonda has been one of the brighter aspects of the motor industry scene in the mid-1970s. There are now four models in the company's catalogue, beginning with the Aston Martin V8, a two-door, four-seater closed coupe with a choice of five-speed manual gearbox or automatic transmission, to which recently introduced refinements mark the fourth and final stage of a three-year improvement programme for this 150 mph Grand Touring car.

A higher-performance version of the same car, called the V8 Vantage, is supplied only with the manual gearbox and has a top speed of 160 mph. These models are produced at the rate of just two cars a week, which makes the V8 Volante convertible, introduced early this year, the company's top-selling model. It is produced at the rate of three a week, but the entire production for the next year has already been sold to the United States.

The company's bold move to reestablish the Lagonda name with a modern four-door saloon full of electronic gadgetry has not been achieved without difficulty, but it would seem that most of the pre-production teething troubles have been overcome, and the car is now in production in slightly less complex form than was originally planned. The Aston Martin range is priced from £23,000.

Over the past 20 years there has been a gradual transformation of the Lotus image. Once the name stood for a performance-oriented but spartan two-seater, but today it is synonymous with high performance in a luxury package. Mechanical complexity and efficiency remain keywords.

Although produced with various specification levels, there are three basic models, the two-door four-seater closed coupe called the Elite, a lighter, two-plus-two version of the same car with revised rear-end styling known as the Esprit, and the performance car of the team, the mid-engined two-seater Esprit. All three models are powered by the Lotus 16-valve two-litre four-cylinder engine, and planned production this year is 1,400 units, compared with 1,070 last year. Prices are

in the £10,000 to £13,000 range.

While Lotus has changed its image, the Morgan brand to the classic tradition and enjoys a well-list several years because of it. Still hand-built at Malvern Link, and being every inch a mid-life sports car, the Morgan produced as a 4/4 1600, a choice of two or four-seater bodywork, or as a two-seater Plus 8 with the Rover power unit, with prices £4,000 to £6,000.

Reliant Engineering is a specialist company which aims its products at different markets. The Scimitar GTE, selling for a little over £7,000, inspired fashion for combining attractions of the GT car with the practical virtues of the estate car—a policy adopted by other manufacturers, including Rover, whose three-litre V-6 engine powers the Scimitar. Reliant caters for the economy market with the Kitten saloon and estate at less than £2,500—cars which have been bred from the company's long experience in three-wheeler market.

The Ford three-litre engine is also the power for a considerable number of models offered by TVR Blackpool and embrace two-seater closed coupes, convertibles (the 3000M, the more recent Taimar) well as a choice of normal aspirated or turbo-charged engines, and extending price from less than £7,000 to nearly £11,000. This company is one of the healthiest survivors from the era of the component-car manufacturer.

For sheer exotica, customers should search farther than Panther. W. winds, for cars inspired by the 55100 and Bug Royale of yesteryear, priced for exclusiveness between £15,000 and £45,000 (after a substantial deposit), as is the company's six-wheeler, aimed at Middle Eastern customers. For the more do-to-earth there is the Lotus sports two-seater, which is only passed on, to Caterham Cars, which manufactures as simply the Super Seven priced at less than £4,000.

How do you want your Rover?

With all models in full production, you now have a choice of three outstanding Rovers. To help you choose we offer a summary guide to the new Rover range. The three new Rovers share the elegant, aerodynamic body made famous by the award-winning Rover 3500. But each Rover has characteristics and features that are all its own, distinguishing them from each other and the Rover range from the rest...

Rover 2300

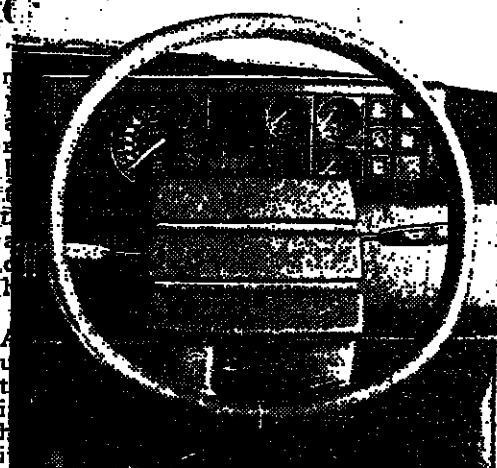
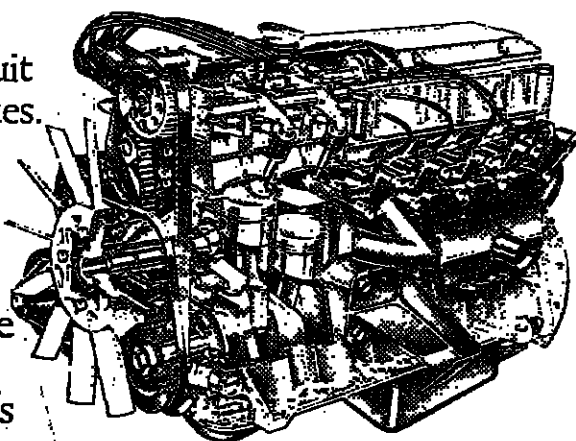
Powered by one of the new, 6-cylinder in-line engines (2350 cc) with aluminium head, developing a healthy 123 bhp. The crisp gearbox is 5-speed manual with 5th speed and automatic options.

Rover safety: sure stopping power of dual-circuit servo-assisted brakes.

Rover safety: in case of accident, fuel supply automatically shuts off.

Comprehensive weather and grit protection: the car's paintwork is electrochemically primed and thermoplastically finished.

There's full underbody protection, zinc sills and stainless steel bumpers.



More safety: high intensity rear foglamps, twin reversing lights, hazard lights and front door-open warning reflectors. Inside, an energy-absorbing fascia and adjustable, telescopic steering column.

And on all Rover models, a Triplex Ten Twenty Super Laminated screen, the most advanced safety windscreen in the world.

The 2300 doesn't skimp on comfort: reclining front seats have head restraints, there's cut pile carpeting and an easy-to-clean rubber boot surface, push-button radio, cigar lighter, twin glove lockers and a driver's door mirror adjustable from inside.

With all that safety and comfort goes high performance: a top speed of 114.1 mph and 0-60 acceleration of 10.8 seconds†

All for £5909.67*

Rover 2600

The six-cylinder engine is modified to deliver 136 bhp and, like the 2300 engine, features the Design Council Award-winning Air Temperature Control unit. Together with a belt-driven overhead camshaft, it contributes to efficient fuel consumption and quiet running.

The 2600 introduces a self-levelling suspension system that ensures that the car is the correct height above the road whatever the load and however it may be distributed. The system also keeps the 4 beam halogen headlamps correctly aligned.

In addition to the 2300 specification you'll find map and glove locker lights, a carpeted boot, colour keyed fascia, more comprehensive instrumentation, extra comfort with box pleated seats, and extra refinement like front door-open warning lights.

The gearbox is 5-speed manual with an automatic option: the car reaches 60 mph from standing start in 9.0 seconds and has a top speed of 117.8 mph.†



In spite of its additional specification, the Rover 2600 costs just £6272.37*. A price level with considerable tax advantages to the business car user.

Rover 3500

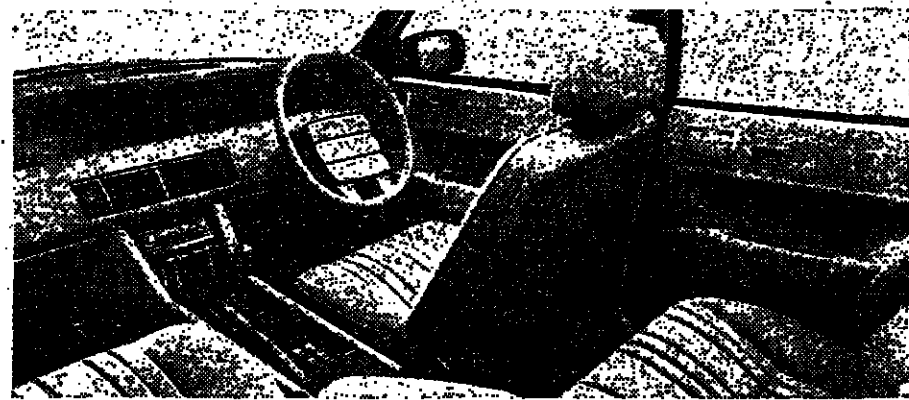
The magnificent Rover 3500 obviously has everything the 2300 and 2600 offer. And more.

The famous Rover V8, 155 bhp engine is fitted with electronic ignition, which assists fuel economy, reliability and performance. The car goes from 0-60 in 8.9 seconds and has a top speed of 122.3 mph†

The 3500 adds power-assisted steering. The all-round tinted windows are electrically operated. All five doors can be secured from a central locking device in the driver's door.

Apart from the luxuries fitted as standard, you can personalise whichever Rover you choose with some very attractive optional extras. (For example, Denovo tyres, the Rover sunroof and special alloy wheels.)

The award-winning Rover 3500 will cost you or your company £7511.40* (A price which now has considerable business car tax advantages.)



Before you decide, you'll want to know a lot more about the Rover range than we have space to tell.

A visit to your Rover showroom will provide all the details and the opportunity of a test drive, which is usually the decisive experience.



Rover 2300/2600/3500

Exclusive to Jaguar Rover Dealership Limited

† Official fuel consumption figures for 2600 manual simulated urban driving 18.5 mpg, 11.3 litres per 100 km; constant 56 mph (90 kph), 8.5 mpg, 7.4 litres per 100 km; constant 75 mph (120 kph), 6.2 mpg, 5.4 litres per 100 km. 2600 automatic simulated urban driving 19.1 mpg, 14.7 litres per 100 km; constant 56 mph (90 kph), 8.4 mpg, 7.3 litres per 100 km; constant 75 mph (120 kph), 6.2 mpg, 5.4 litres per 100 km. 3500 manual simulated urban driving 16.2 mpg, 11.8 litres per 100 km; constant 56 mph (90 kph), 8.3 mpg, 7.1 litres per 100 km; constant 75 mph (120 kph), 6.2 mpg, 5.4 litres per 100 km. 3500 automatic simulated urban driving 19.1 mpg, 14.7 litres per 100 km; constant 56 mph (90 kph), 8.4 mpg, 7.3 litres per 100 km; constant 75 mph (120 kph), 6.2 mpg, 5.4 litres per 100 km.

Diesel market should double by 1985

by Peter Waymark

This year production of diesel cars in Europe should exceed 500,000 units for the first time and if demand continues to grow at the current rate the market will double by 1985. Until recently, only three manufacturers offered diesel cars. Now there is hardly a company that does not either make one or is thinking hard about it.

The sudden upsurge in diesel car output was prompted by the energy crisis. The paramount need to conserve precious oil gave diesel a new impetus, since a diesel car could be up to a third more economical than a

comparable petrol-engined model. The saving was particularly significant in town driving.

The traditional European diesel car manufacturers were Mercedes-Benz and Opel in Germany and Peugeot in France. Much of their diesel output was bought for taxis, which demanded robust engines that would perform economically in stop-start conditions. The energy crisis raised the possibility of a demand for diesels extending well beyond the taxi fleets.

There was a further encouragement to diesel. The United States Government counts for almost half the total) and the American market was a factor in the development of Volkswagen's first diesel.

their vehicles. The official target was to be 28.5 United States miles per gallon by 1985, compared with only 18 mpg today. At the same time, the American authorities were insisting on increasingly stricter exhaust emission controls.

The diesel fitted both requirements. Its superior fuel consumption was proved and diesel exhausts (though they may not always look it) were less toxic than the fumes given off by petrol. Mercedes-Benz, which relies heavily on exporting to the United States, embarked on a rapid expansion of diesel car production (it now counts for almost half the total) and the American market was a factor in the development of Volkswagen's first diesel.

Opel and Peugeot also stepped up their diesel output and soon other manufacturers appeared. In 1975 Citroën took the plunge with a diesel version of its big CX car. Chrysler introduced a diesel car in Spain, Ford bought a diesel unit from Peugeot for the mark two Granada and Volkswagen launched an outstanding small diesel car, the Golf. In Italy, diesel models have been introduced by Fiat and Alfa Romeo and the latest entrant is Volvo of Sweden.

This leaves Britain alone of the important car-making countries without a home-produced diesel car, apart from the Marina which BL (Leyland) sells as a taxi in Portugal and Singapore. BL has been trying diesel engines experimentally in the

Princess but there appear to be no plans for a production version.

There has been a reluctance among motorists to try diesels, better fuel consumption or not, because of a reputation—often deserved—for being noisy and difficult to start. In many cases the diesel engine was simply taken from a truck with little thought for the more ambitious demands of the car owner. That the engine was likely to last three times as long as the rest of the car was little consolation.

When diesel cars started to be taken more seriously, manufacturers were forced to respond. The engines had, as far as possible, to be as easy to operate and as refined as a petrol unit. Com-

plicated starting procedures doubled in an attempt to reduce waiting lists of up to a year.

The Golf represents probably the biggest advance in diesel cars so far. Until it appeared, there was general agreement that diesel could not be applied successfully to a small car. Volkswagen has demonstrated otherwise. The engine has been adapted from the Golf's 1471 cc petrol unit, using almost the same block and retaining the overhead camshaft arrangement. It is strikingly smooth and quiet and at cruising speed compares well with a refined petrol unit.

Even the Golf has failed to overcome the inherent diesel drawback of inferior performance. Though they can be wound up to an acceptable speed for long-distance cruising, diesels trail badly behind the petrol engine when it comes to acceleration. The Golf does better than most, the 1500 diesel engine giving acceleration similar to that of the model's 1100cc petrol unit.

On the other hand, the Mercedes three-litre diesel is scarcely quicker through the gears than a Mini.

To overcome this handicap, Mercedes-Benz has been experimenting with turbo-charged diesels and has set up several world speed records in the process. For the American market, at least, this could be the answer, the turbo diesel offering the advantages of economy without serious loss of performance.

The prospective diesel car owner has to weigh the fits of better fuel economy, longer engine life, easier maintenance (no distributor, spark plugs, or exhaust fumes against drawbacks of inferior performance and, since engines are expensive, make a higher selling price. In some countries, such as the moment, diesel fuel is more expensive than petrol.

When the sums are it is apparent that a car only pays off a high mileage. Anything between 50,000 and 100,000 B demand for diesels is down. Even without the vate motorist, the dies seems bound to prosper.

Heap big Cherokee Chief comes to challenge Range Rover

by John Hayes

The choice facing the buyer of a light cross-country vehicle could not have been simpler until a few years ago. It was a Land-Rover or Range Rover—or go without.

Consistently, demand for these two excellent machines has outrun supply. A thriving black market in Range Rovers developed. A new one with delivery mileage only can still change hands at well over list price. That situation is likely to prevail until Leyland's £13m short-term expansion plan is completed and annual output of this most sought-after of all British cars rises above its present 12,000 a year level.

Even the Land-Rover's current annual production is in the region of only 45,000 and demand has consistently outrun supply for many years. Leyland plans to put this right, too. Meantime, the British market is attracting light cross-country machines from Japan, the United States and mainland Europe and the buyer's choice has never been so wide.

Among them are Jeeps, which have been keeping the ailing American Motors Corporation alive during most of the 1970s. Jeeps come in varying shapes and sizes but they may be classified roughly as Land-Rover and Range Rover competitors. The Renegade's flapping side curtains call to mind the immortal Jeep of the Second World War. As a farmer's work horse, it suffers by comparison with a Land-Rover because it is basically a personnel carrier whereas the Land-Rover in standard form has three seats and a truck back.

The Jeep Cherokee and Cherokee Chief are among the biggest and most luxurious light 4x4 vehicles in the world. They have two-door or four-door station wagon bodies, the lack of rear passenger doors being a great drawback of the Range Rover in some potential buyers' minds. With engines of six and eight cylinders up to more than six-litres capacity, the Cherokees have massive power. Automatic transmission, which Rover still refuses to countenance for the Range Rover, is available. Though their ability to deal with extreme terrain is not in the Range Rover class, the Jeep Cherokees will tow up to three and a half tons.

The sheer bulk of a Cherokee makes even the substantial Range Rover look fairly insignificant and it can be embarrassingly wide in country lanes. It is, however, selling to wealthy sportsmen who value its effortless and lack of noise.

The Range Rover remains the best cross-country car. The old Rover company conceived it as a true dual-purpose vehicle that a farmer might use on the land all day and drive his wife to the theatre in that evening. It did not work out like that. For rough work, farmers prefer Land-Rovers. Most Range Rovers spend far more time on, or off, the road, where their unbreakable suspension and permanent four-wheel drive are irrelevant but their status symbolism is greatly valued.

Cashing in on the unsatisfied demand for the Range Rover, Chrysler France recently unveiled the Rancho, a clever and clearly profitable marketing exercise. The Rancho is based on the Simca 1100 and Chrysler Alpine cars, though its sus-

pension is stronger and ground clearance greater. Its appearance is like something out of an Action Man kit. It does not have four-wheel drive and its cross-country performance is meagre compared with that of a Land-Rover, Jeep or similar machine. But for owners prepared to drive around moorlands, not through them, it has much to commend it. On the road, it is quicker, more economical and quieter than almost any 4x4.

The Land-Rover, now 30 years old, is so much part of country life in Britain one wonders how farmers and sportsmen ever managed without it. In world markets, it remains one of Britain's most successful and enduring exports. Its basic design is not much different from that of the 1948 original, itself closely modelled on the wartime Jeep. But in recent years the Land-Rover has been made easier to drive and less potentially punishing to its occupants should it crash. Leyland has no immediate plans to increase the engine size from its present modest 24 litres, petrol or diesel, in the short wheelbase version, or 2.6 litres in the long wheelbase models.

Land-Rovers have been criticised, particularly by industrial users and owners who tow heavy trailers in hilly terrain, for lacking power. There is something in this, though for extreme cross-country conditions proper driving training and techniques assure mobility.

Leyland has found that only a small proportion of Land-Rover owners know how to drive them properly. Anyone can make a Land-Rover go on the road, along

rough tracks or in deep mud. But on a combination of ultra-steep gradients and rough, slippery surfaces a driver unversed in correct Land-Rover techniques will get nowhere. On the other hand, a skilled driver makes getting in and out of impossible situations appear to be routine.

The secret is the use of minimum, not excess, power in the right gear ratio for prevailing conditions; and to forge all about the brakes, using the engine to control speed on descents. What matters to the light 4x4 user is not that he gets there in a minimum number of minutes, but that he gets there and back safely, with vehicle undamaged, year in, year out.

The Land-Rover's advantage over its rivals is that its body will last almost indefinitely. It is made of light alloy (an historical accident connected with the immediate postwar steel shortage) and will remain battered but entire after rival machines have rusted away.

A new name on the light 4x4 market in Britain is Daihatsu, whose 12ft cross-country car has two comfortable seats in the front and four habitable tips in the back. The engine is of only 1.6 litre capacity (the same size as the original Land-Rover's of 30 years ago), but it will sustain 60 to 65 mph on the road and has an off-road performance up to Land-Rover standards.

Fuel consumption is lower than a Land-Rover's and it costs a little less to buy. Its body is of steel and thus liable to corrode and the Daihatsu lacks the sheer muscle of a Land-Rover, but

it is an attractive alternative for the sportsman and is selling well.

Of similar size to the Daihatsu, but more comparable with the Range Rover, is an interesting newcomer from the Soviet Union. The Lada Niva is based on Lada Fiat mechanical components. The 1.6-litre engine, four-speed gearbox and the rear axle are from the Lada 1.6 saloon. An auxiliary gearbox provides permanent four-wheel drive.

It is as habitable as, and not much noisier than, a Range Rover on the road and its high clearance and big tyres make it formidably effective across country. The price will be about half that of a Range Rover but the Niva cannot easily be converted to right-hand drive. Those sold in Britain will have continental steering.

A Japanese vehicle, the Subaru 4x4 estate car, is unique. It looks as ordinary as any estate car version of a family saloon and is powered by a flat-four cylinder engine of 1.6-litre capacity driving the front wheels. For off-road use, a small extra gear lever is pulled to engage rear-wheel drive. This can be done at any speed up to 50 mph.

The Subaru does not have a low range of gears like a Land-Rover, Daihatsu or any other conventional cross-country vehicle but its performance in mud, sand and up steep gradients is little short of extraordinary. Given a more powerful engine and perhaps larger wheels, the Subaru would truly be a poor man's Range Rover. It would be surprising if no European front-drive car maker saw fit to follow Subaru's example.



Most cars in Britain not owned by drivers

by Edward Townsend

The majority of the British car industry at home is the company car market, a sector which has remained fiercely patriotic towards the domestically-made product and one which shows every sign of growth.

Cars provided as an essential part of a man's trade or quite blatantly as a perk are now so common that the private owner-motocist is in a diminishing minority.

Well over half the cars garaged in any fairly well-to-do suburban British road probably are not owned by the driver. Of those that are, some will have been bought "on the taxman" by proprietors of businesses.

Britain's fleet car market is notoriously difficult to quantify but it is generally accepted that much less than a third of new cars go to those who are finding the cash out of their post-tax disposable income. It is in this sector that foreign manufacturers have made the biggest inroads.

As new car prices continue to rise, the private buyer has turned increasingly to the second-hand market. Used car prices have tended to match the upward drift but the attraction of paying several hundred pounds less for a car that is six months or a year old is often irresistible, particularly during periods of fierce wage restraint.

This is one of the factors that has persuaded the domestic manufacturers to woo the country's fleet managers. Largely it has been achieved by offering cars that are relatively reliable and economic, easy to drive and of conventional design.

The Ford Cortina and Escort, BL's Marina, the Chrysler Hunter and Avenger and Vauxhall's Cavalier are classic examples. Often criticized for being unexciting, these cars, however, have captured and held on to a large share of the fleet market.

The apparent stability of the company car market is one of the few aspects of the business for which British manufacturers are forever thankful.

After the oil crisis of 1973-74 there were signs that fleet managers were holding on to cars for longer than the normal two to three years. The additional and disproportionate rise in service and repair costs for older cars, however, proved to outweigh the benefits and now the traditional turnover pattern is returning.

The predominance of British cars has also been maintained, particularly in the big fleets as opposed to the "perk" car, where foreign marques are often in demand. Surveys of the fleet sector are rare, and reliable data are difficult to obtain. One of the most comprehensive was published two years ago by the British Institute of Management and covered the activities of 446 companies ranging in size from fewer than 100 to more than 5,000 employees. All but 1 per cent provided company cars.

The survey found that 63 per cent of companies replaced cars on an age/mileage criterion, and that since

January, 1974, 37 per cent had lengthened replacement cycles because of adverse economic conditions. At the same time 15 per cent of companies had restructured their rules for eligibility, normally to give cars in more people.

It also confirmed that most cars given in the United Kingdom are British, four seater and hard-topped. The most popular at the time, and probably still so today, were: chairman and managing director, Jaguar XJ6; senior management, Cortina 2000 XL; middle management, Cortina 2000L; junior management and sales force, Cortina 1600L.

The BIM found that companies most often specify that cars should be of British or EEC manufacture, four-door, be fitted with safety belts, fog lamps, radial tyres, heated rear window, high intensity rear lights and automatic transmission (particularly for managers). There is also a growing preference for estate cars.

Since Britain joined the

EEC more companies have included foreign cars in the list of models available to executives. Names like Renault, VW/Audi and Peugeot appear alongside Leyland's Princess and the Ford Granada.

While the chairman of big organizations may still prefer to be seen in a Rolls-Royce, there are many leaders of smaller enterprises who are now driving more exotic vehicles. A Jaguar may lend an air of respectability and opulence but cannot compete with the Ferrari, Maserati, or Porsche of the successful businessman intent on showing off his wealth.

The BIM emphasized that an executive earning £10,000 a year would expect to run a larger car than one earning £5,000.

However, managers in smaller companies such as engineering consultants and other highly specialized industries tend to receive more expensive and technically advanced cars such as Volvos, BMWs, and Mercedes-Benz.

Also, in response to the same need to foster company image, chief executives of medium-sized companies are provided with cars in the top price bracket almost as frequently as those in larger organizations.

In Britain, fleet cars represent a higher proportion of total sales than in any other European country and the understandable concentration on this sector has faced domestic manufacturers with a dilemma: exports are vital to British industry, but overseas buyers want more technically advanced vehicles than those produced with company fleets in mind.

Taxation changes have also proved to be a headache. Under pressure from its own ranks, the Labour Government in 1976 proposed tax penalties to hit the man who had a company car and used it privately and thereby was given an unfair advantage over those whose transport was paid for out of their own pockets.

Successful lobbying by the industry, which has long complained about successive governments' tendencies to use it as an economic regulator, resulted in the proposals being emasculated.

Today, the fleet car market seems set on a rising course.



The Japanese Daihatsu F20 Soft Top, and (top) the purpose-built Jeep Cherokee.

Out of all the middleweight trucks on the British market, how many others have load sensitive braking, front and rear shock absorbers and anti-roll bars, a luxury tilt cab, and either a powerful 130bhp or 153bhp engine all as standard features?

The Saviem J Range 9, 11, 13 tonners. Tough trucks to beat.

RENAULT
Trucks and Buses

Like most luxury cars it is fast, quiet, easy to drive, has comfortable cloth seats, and a directional heating and ventilation system. It will even light your cigarette.

Unlike most cars it also has room for more than 8 tons of luggage.

The Saviem J Range 9, 11, 13 tonners. Tough trucks to beat.

RENAULT
Trucks and Buses

Lorry trade rolls towards the importers

by Clifford Webb

The British lorry market is the most buoyant in Europe. With buyers returning after a long absence it is attracting attention from importers. Leyland Vehicles, the commercial arm of BL, has labour troubles again and does not have the lorries necessary to stop the imports to Britain.

Recovery from recession began last year. By December 31 the sector for more than three and a half tons gross vehicle weight had increased by 7.3 per cent to 61,000 units. Early this year, casting a 1978 market of 63,000.

By the turn of the year they were updating this to 68,000 and suggesting a further rise next year to 71,000. This has encouraged talk of the 1972 peak of 83,000 as being well within reach again. This view is not shared by most manufacturers. They point out that special circumstances combined to make 1972 a remarkable year.

However, government intervention to raise the permitted maximum lorry weight from the present 32 to 38 tons, combined with new axle loading restrictions, could add further impetus to the already promising trend.

Continental markets did not suffer to the same extent from the oil crisis. They did not encounter such a trough in sales and therefore did not have to make such a pronounced recovery.

Unfortunately for Leyland Vehicles, market recovery has coincided with yet more labour problems at Bathgate, Lothian, its biggest lorry plant. Long before the recent strike low productivity was the rule and this at the factory which produces 60 per cent of BL lorries.

The EA, FG, Terrier, Boxer and Mastiff are the group's contenders in the big three and a half to 26 tons sector which is dominated by the four domestic manufacturers—Leyland, Ford, Bedford and Chrysler. It is so competitive that foreign firms prefer to concentrate their efforts on the more specialized and profitable "heavies" above 25 tons.

A Leyland executive said: "The British are the best in Europe at turning out mass produced medium-heavy lorries built to a price without frills. Yet here we are having to give sales to the American-owned British firms because we cannot produce." Ford, the overall market leader, increased its sales by 25 per cent in the first half of the year while Leyland actually sold fewer vehicles.

The position at the heavy end is little better. While the heavy trucks do not have anything like the labour problems at Bathgate they too have been failing to meet production schedules. Leyland management is reluctant to admit that in a buyers' market, delivery shortages and an aging model range is the worst possible combination.

New models have been under development and should be seen next year. But too many British fleets are in urgent need of replacement. Once rival firms obtain a foothold in these fleets they will be hard to displace.

The importers' success in the over 28 tons articulated sector is history now. Volvo made the breakthrough about 11 years ago. For a time it was the only major importer. Today there are at least seven other foreign "articles" being sold here by such formidable competitors as Scania, Mercedes-Benz, MAN, Magirus, Deutz, Dai and Saviem-Berliet.

This has led many observers to predict that Volvo's British sales have reached their top level, and will fall. There is no evidence to indicate that it has begun. In the first half of this year Volvo increased its share from 17.8 per cent to 20.7 per cent.

Volvo is placing increasing emphasis on widening its British product base to lessen its dependence on "articles". In the same period it has doubled its eight use as popular as buying vehicles outright.

Last year, leasing companies bought about 65,000 cars and it is expected that in 1980 they will buy 120,000, with the number of leased cars in the country totalling 300,000.

With such predicted growth, it is not surprising that the number of leasing companies, many of them bank subsidiaries, has increased recently and new schemes to fit a company's specific needs introduced.

Basically, leasing or contract hire involves a company taking a lease on a vehicle at an agreed rental for a specified period (two or three years). Maintenance agreements will probably be included and at the end of the lease the car is returned to the lessor, which in most cases is a dealer or finance house which has its own organization with a car sales department.

The main reason for the popularity of leasing is that in recent times, with less cash about, the prospect of being able to obtain new increasingly expensive cars

ment have admitted that it is subsidizing commercial vehicle losses by using profits from car sales.

But the Stuttgart-based firm's hopes of quick progress were killed off by a poor start. This was partly because of the wrong marketing setup in Britain, partly the use of lorries not suited to British conditions.

Today Mercedes-Benz is doing much better in Britain. In the first seven months its share of the heavy sector has increased from 3.6 to 5 per cent—the fastest growth by any importer. This increase has been achieved in a very tight market so it is even better than it would seem.

Finally, there is the controversial question of Japanese lorries entering Britain. The leader is said to be Hino, an affiliate company of Japan's largest motor group, Toyota. Only two Hino lorries have actually been registered in Britain and both were imported from an Irish firm which has been assembling Hinos in Dublin for some years.

J. Harris (Assemblers) claims 70 per cent of the heavy lorry market in the Irish Republic and has announced plans to establish a second assembly plant—this time in the north of England—probably on Merseyside.

The author is Midland Industrial Correspondent, The Times.

Challenge to Leyland opens bus sales doors

The double-deck bus business has turned a complete circle since the last war. For many years after 1945 it was a fiercely-contested sector with several firms competing in the manufacture of chassis and bodies. By the late 1960s, however, Leyland had brought all the competition under its own umbrella and had almost a monopoly.

This position was disguised to some extent because the individual companies still continued to tender separately for orders. Today Leyland operates its bus business as a single unit and no longer has a monopoly position. Indeed it is being increasingly challenged by newcomers with other potential bus builders sitting on the sidelines.

As in the now well documented case of British Leyland and cars this is a perfect example of a complacent market leader failing to give adequate delivery and service, so leaving a gap for smaller firms to fill.

The formation of the big public transport executives (PTE) was the most significant factor in changing the established market pattern, together with London Transport they accounted for a large percentage of the total double-deck purchases. When Leyland continued to be late with deliveries (up to two years behind schedule) and seemed to be doing little to cure a long-standing difficulty with gearboxes, its customers were strong enough to risk upsetting a monopoly supplier by actively recruiting alternative manufacturers.

Among the first challengers were Ailsa and Metro-Cammell. Ailsa Bus, a Scottish company formed by the Volvo commercial vehicle concessionaire, used Volvo engines and locally-produced chassis. Metro-Cammell also turned to Sweden and imported engines and other components from Scania. Volvo's great rival, the Metro, no longer has a monopoly position. Indeed it is being increasingly challenged by newcomers with other potential bus builders sitting on the sidelines.

How have the newcomers progressed? From its Scottish base Ailsa naturally concentrated on "locals" like the Scottish Bus Group although it also sold small numbers to PTEs south of the border, mainly for evaluation.

To date it has sold 384 but demand for this front-engined bus in an era dominated by rear engines seems to have fallen off in recent months.

Metro-Cammell made a little headway with the Scania-based bus and has now switched to production of a much more advanced chassis called the Metrobus.

Powered by the busman's long-standing favourite—the Gardner long-stroke diesel engine—and with the option of a Cummins or Volvo automatic gearbox, it is seen as the biggest competition for Leyland.

Dennis, now part of the Hestair group, is an old bus manufacturer which dropped out about 10 years ago. Early last year it reentered the market with the Dominator, a rear-engined design offered in both double and single layout. It also went into production with a front-engined bus chassis but this was mainly for overseas markets like Hongkong which has ordered 50.

It is believed that Dennis has an order book for between 200 and 300 buses of all types. These include 44 Dominator double-deckers for Leicester City Transport. National Bus and at least two PTEs have Dominators on evaluation tests.

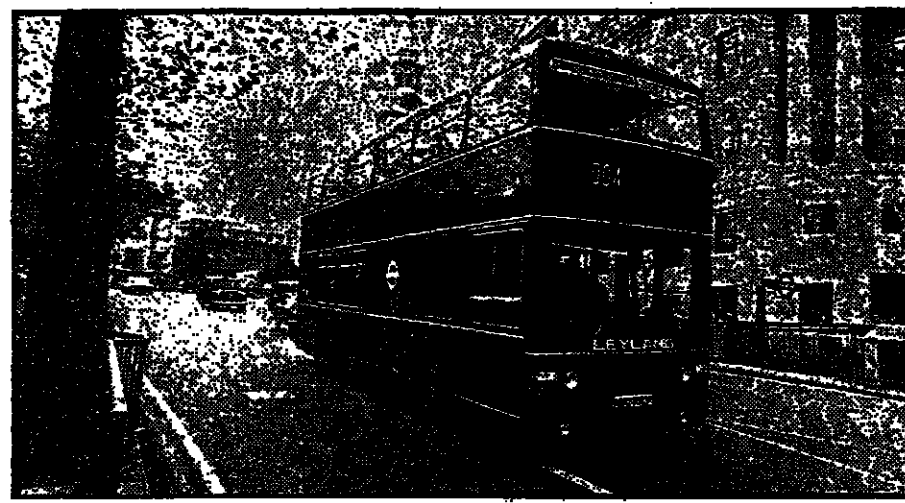
Belareddy, Leyland is hitting back with the Titan double-decker, an ultra modern design with integral construction replacing the traditional chassis and separate body approach. The Titan has taken a long time from the drawing board to going into production in the past few months. Under the code name E15 a mock-up was shown to the trade as long ago as 1972.

Most of the delay was because of attempts by Leyland to persuade its biggest customers, the PTEs, London Transport and the National Bus Company, to form a new jointly-owned double-deck bus manufacturing company similar to the one it shares with National Bus manufacturing single-deckers at Workington, Cumberland.

It was not until July last year when the new company proposals fell by the wayside that Leyland gave the go-ahead for the Titan. At that time it was announced that the new bus would progressively replace the three present models—the Atlantean, Fleetline and Bristol VRT. In recent months there has been a change of mind. Leyland has now decided to continue producing at least two of its older designs for the foreseeable future.

The cause of this surprising about face is not hard to find. Bus operators, particularly the smaller concerns, want to keep their servicing requirements as simple as possible. For this reason alone they are conservative in their choice of vehicle. This was the strategy behind the Dennis Dominator and its success seems to vindicate this approach.

Leyland's own sales in the first half of this year are further proof of the need for



London Transport's new bus.

some continuing stake in the classic-cum-body approach. From a market share of a little under 80 per cent they rose to 94.4 per cent. The breakdown between models shows that the Fleetline was the leader with 34.7 per cent followed by the Bristol VRT with 30.6 per cent and the Atlantean with 29.1 per cent.

However, this increase is as much a reflection of improved production and shorter delivery times as it is of acceptance of the older buses. Leyland's position in the single-deck bus and coach market is less secure. In a total market already

down by 30 per cent on the previous six months its share was reduced from 43.7 per cent to 41.5 per cent. However, it dominates the heavy single-deck sector of the bus market with the Leyland National Integral design.

Since it was launched in 1972 6,000 have been sold. But it was tough and so in the early days. Technical problems stemming mainly from its revolutionary layout—including a series of much publicized fires—gave it a bad name. However, these have been overcome and the company now feels

able to launch a Mark II version.

Leyland already has sufficient capacity to supply the whole of this market. The time for Bedford to step in was three years ago—before new competitors became established.

Mass production of electric-powered commercial vehicles, including small city buses, has moved much nearer with the recent announcement that the Government is putting up £2.6m to help to finance limited production of an electric van.

A new lease of life

by Edward Townsend

without big capital outlay has become attractive.

Nevertheless, the proportion of company cars leased is still not much more than 15 per cent. In the United States the figure has been put at 80 per cent.

What could bring about a dramatic change in the United Kingdom is last year's amendment to the Control of Hiring Order. This reduced the number of advance instalments that must be paid at the start of an agreement from 10 months to one, a further factor in the capital-saving argument.

Leasing rentals are chargeable to revenue to need not appear on company balance sheets, which is important to companies intent on increasing their return on capital.

The taxation system, too, can work in favour of leasing. Rental payments can be set against taxable profits and in addition the use of capital allowances in many cases can achieve a quicker tax benefit than is possible with outright purchase.

Leasing also provides the fleet operator with a fixed cost for the term of the agreement, enabling him to budget with greater accuracy, while interest on a bank overdraft can vary and in any case the overdraft can be called in at any time.

As well as this, leasing was favoured in an important test case three years ago over interpretation of a section

Where to find Lucas in Continental Europe



France, Germany, Spain, Italy, Holland, Switzerland—just about everywhere in fact. For Lucas, the continental mainland of Europe is very much an extension of the company's home market.

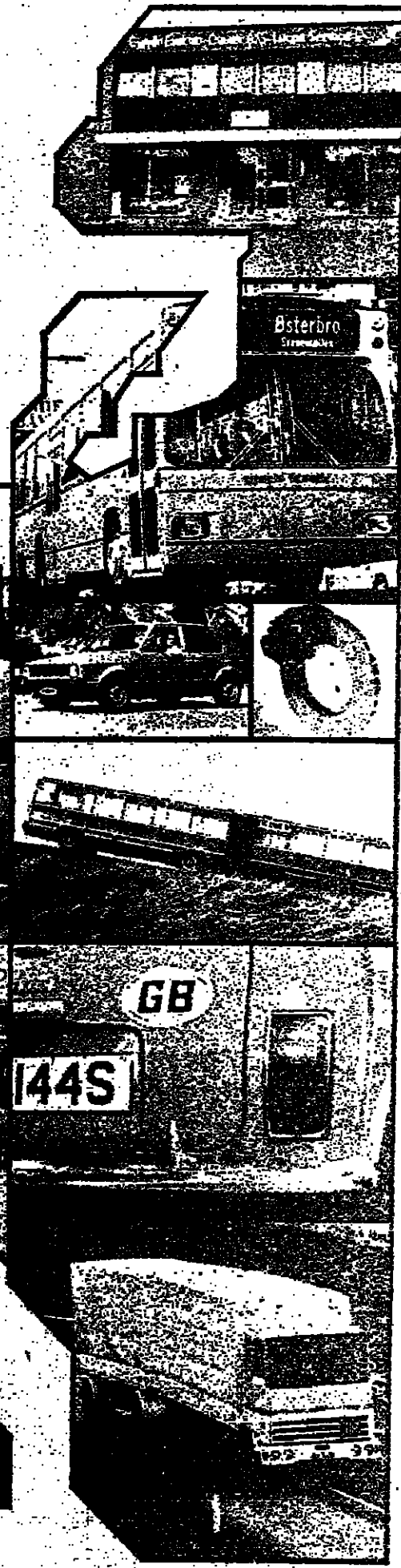
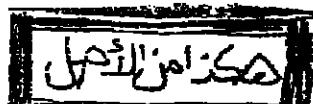
Last year, over £200m. of Lucas Electrical, Lucas Girling and Lucas CAV equipment was exported to Europe's vehicle

makers. Fifteen Lucas wholly owned or partnership factories, in seven European countries, produce electrical, braking, diesel fuel injection and aerospace equipment. And Lucas Service covers the European continent

with 7 service companies, 29 distributors and 2,400 agents.

Now, on the occasion of the British Motor Show, Europe comes to the National Exhibition Centre in Birmingham, where Lucas will provide a home from home.

Lucas



Japanese pick up van market

by Clifford Webb

The British market for panel vans—vehicles of up to three and a half tons gross weight, excluding car-derived versions—has had a remarkable recovery this year. It is ahead of the general improvement in commercial vehicle sales.

With British companies again failing to meet the demand it is proving a happy hunting ground for the importers, including the Japanese.

Most of the Japanese thrust is aimed at the growing market for pick-up lorries and is based on one-ton pick-up lorries of heavier construction than the traditional British type of cut-down car.

From a peak of 118,000 sales in 1973 the van market slumped annually until it reached 76,000 in 1976. Last year it began to climb back and reached 84,000.

Early this year manufacturers were forecasting that sales in 1978 would be about 97,000 but now sales of more than 100,000 seem well within reach.

One of the main reasons for the improved sales is the run-down state of many vans. Some observers estimate that there are 180,000 vans on British roads which are between four and five years old.

As vans tend to be worked harder, with less attention to regular service-

ing than more costly lorries, maintenance becomes progressively expensive. For many of these five-year-old vehicles maintenance costs are now uneconomical.

Since it was introduced in 1965 Ford's Transit van has been one of the American company's biggest money earners. Within a year of its launching it swept into the Number One position and until this year was out-selling its three nearest rivals combined—the Bedford CF, the Chrysler Spacevan and the Leyland Sherpa. In 1977 it was taking a remarkable 43 per cent of the van market.

Early this year it fell sharply to 32 per cent because of a combination of strikes and interrupted production schedules. These interruptions were because of manufacturing changes to introduce a better version of the Transit.

Leyland's Sherpa was holding second place with about 17 per cent, but this has fallen to 12 per cent. The problem is shortage of supplies.

This shortage is difficult to explain. Sherpa production has been nearly 40 per cent more than last year, while the total market has increased by only 18.4 per cent. The most probable answer—and one which the company is naturally reluctant to confirm—is that Leyland is running down stocks

before it introduces a new Sherpa.

Sherpa's success took the trade by surprise. At a time when competitors such as Mercedes Benz were changing to wide-bodied vans using the Transit's winning formula, the Sherpa was launched with a narrow body. It was a gamble which has paid off. The Transit and more recent copies may have a better cargo area for bulky loads but the Sherpa's narrower track has proved popular for use in both country lanes.

Leyland was also right in restricting Sherpa to the sector below two and a half tons. In this way it concentrated its marketing campaign on only part of the Transit range.

Sherpa is produced by BL Cars and not by Leyland Vehicles, the group's commercial vehicle subsidiary. This has led to criticism of BL Cars for failing to make the most of it. For a long time every Sherpa produced has had a buyer waiting, but the Common Lane plant was not working near its installed capacity.

Improvements have been made in recent months, however, and there are indications that BL is ready to spend money to ease some of the worst production problems. Hopefully this will be done quickly and so avoid a repetition of the Leyland's Rover stalemate. Leyland's

present plans to spend £280m to increase Land-Rover output by 75 per cent are at least 10 years too late.

Vauxhall's Bedford CF van is not having a happy time. From a peak in 1973 of about 21 per cent it has gone steadily downhill and now holds about 12 per cent of the market. But the atmosphere in the fast-recovering Vauxhall company is so buoyant that no one expects Mr Bob Price, the managing director, to let this decline continue for much longer. A replacement cannot be far away.

The shortage in Transit and Sherpa production coupled with a sharp increase in demand has left the door open to the importers. From a 15 per cent market share in 1975 they are now taking about a quarter of the market.

Volkswagen, with the One Ton Transporter and LT van ranges, is doing particularly well. In the first seven months of this year they have increased sales from 2,962 to 4,695.

But it is the Japanese who have attracted the most attention and made the biggest gains—most of them in one-ton pick-up lorries. It is the old story of an importer identifying a gap in the market which can be plugged with models already selling in large numbers on his home market.

Remarkable as it may seem BL is the only British producer competing with the

Japanese pick-up lorries. An open backed version of the Sherpa sells quite well but, with demand outrunning supplies for the more expensive versions of the standard van, production of pick-up lorries is limited.

The result is that with the field to themselves Datsun, Toyota and Mazda hold about 75 per cent of the British pick-up lorry market which is to forecast to grow this year to about 12,000 units.

The attraction for the Japanese is twofold. Under the terms of the voluntary agreement between them and the Society of Motor Manufacturers and Traders they are effectively excluded from importing commercial vehicles of more than three and a half tons gross weight. The one-ton pick-up lorry is lighter than this and avoids the ban. It is, however, covered by the agreement restricting Japanese car shipments to the same level as last year.

The Japanese are becoming sensitive about the continuing increase in their car sales in Britain and are looking for any means to ease the pressure for government action to impose firm import quotas.

Pick-up lorry sales are not classified as car sales and therefore do not affect the Japanese share of the car market. They can be increased and buried in the van section of commercial vehicle returns.

Keeping the 'monsters' at bay is latterday problem

by Michael Bailly

In that famous analysis of the 1960s, *Traffic in Towns*, the car was described as "the monster we all love". The lorry might be described equally aptly as "the monster we all love to hate".

There can be few branches of trade and industry so lacking in friends as road transport. The lorry is seen by most people as an unmitigated nuisance: large, noisy, smelly, dangerous, and disturbing to the peace of home, street, and highway.

Oil refineries, steelworks, and chemical factories, may be noisome too; but at least their effect is localized; and their location often chosen to minimize the effect. The lorry is ubiquitous, and that is its great fault.

Yet road transport is even more vital to the community than the other things. It carries about nine tenths of the nation's goods, and without it the country would grind to a halt within hours.

And the dependence is growing as trade and industry seek to economize by reducing inventory costs, retailers seek to improve freshness and variety, and manufacture and distribution become more advanced and even more closely interlocked.

For that reason the lorry cannot be wished away, just as railways could not be wished away in the nineteenth century and canals in the eighteenth, though many might have wished it. The advent of the railways aroused just as strong passion in its day as motorways and juggernauts now.

People do not like disruption, whatever its cause. So what can be done? The key, as is now widely recognized, is not to eliminate the lorry but to civilize it.

In the first place this means confining it as far as possible to places where it intrudes least; but that is an aim which in Britain is not easy to fulfil. Except in new towns—and the country seems to have stopped building those—trade and industry is in our midst, and that therefore is where lorries must also be.

Obviously the nuisance would be mitigated if the



An overturned petrol tanker closes the A2 near Bexley junction, Kent, for most of a day.

main flows could be separated from motorists, pedestrians, and residents; and it was with this in mind in the early 1970s, when the environmental lobby was in full cry that a national lorry route network was proposed, and local restrictions in towns and cities under the Heavy Commercial Vehicles (Controls and Regulations) Act were enforced.

As is so often the case, however, the nation was not prepared to will the means to achieve the end. Where good motorways and trunk roads existed nationally, lorries used them as a matter of course; and where they did not there was little point in directing them. But the new routes that might have filled the gaps were among the victims of curtailment of the road programme in the past four years.

In urban areas the problem was even worse. People were not prepared to accept the new roads that could have canalized lorry traffic; but canalizing it on to existing roads meant benefiting some parts of the local community at the expense of others. So the national network was abandoned without ever being activated, and the Act sponsored by Mr Hugh Dykes, MP, achieved little.

Transfer of road traffic to rail is a perennial political dream, and could be environmentally advantageous in that trains, though as noisy and smelly as lorries, are generally either separated from people or so familiar as to be largely unnoticed.

The scope, however, is

severely limited. Freight goes by road as it had for centuries before railways were invented—because that is the practical way of moving where it needs to go.

A proportion—estimated at 5 per cent—could transfer to rail if British Rail were more efficient. With the growth of Freightliner and Speedlink, and a reduction in industrial disputes, freight is getting more efficient and attracting traffic. That is all to good.

But most lorry traffic means, and the task of conciling it to the environment is being steadily, slowly, pursued. The argument over lorry weights is much preoccupied environmentalists and politicians. Brussels is largely a herring. A 40-ton lorry no larger and no more of nuisance than a 32-ton and, provided it has its wheels to spread the load, probably does no damage to the roads.

carrying freight more efficiently it reduces the total number of lorries the roads—this has been an important benefit in recent years.

Controls of noise, fumes and penetration by lorries into small places need to be tightened, and progress on these fronts seems to lack urgency. Should be speeded up. The greatest contribution to acceptance of the lorry could be made voluntarily now by the road transport industry itself, and above all by its drivers.

It is the inconsiderate driver who thunders along at excessive speed in towns and country, dwarfing and sometimes frightening his fellow road-users; who labours up hills in the outside lane delaying traffic behind; who revs his powerful engine in quiet places; and blocks minor roads he should not be on at all who does most to damage the image and interests of the vital industry that provides his livelihood.

The author is Transport Correspondent, The Times.

A new lease of life

continued from preceding page

tion of the Finance Act, 1971. The Act introduced 100 per cent first year writing down allowances on cars but it was not until a joint submission was presented to the Inland Revenue special commissioners by Ford and Godfrey Davis that the leasing companies were allowed the same facility.

As a result the reductions were passed on to cars as well as vans and lorries and a large number of leasing companies were able to decrease charges by up to 16 per cent.

Leasing in Britain takes two basic forms—straight finance leasing and contract hire, the main distinction being that contract hire in-

cludes repair and servicing provisions and also an agreement for vehicle replacement.

Contract hire, or "closed-end maintenance leasing", is the more popular. Under this system the leasing company provides the vehicle and is responsible for maintaining it. It also covers various charges like road fund licence, probably pays for membership of a motor-club organization and supplies replacement vehicles.

There are, however, a number of options available to a potential lessee and all must be studied closely before a decision to lease is taken. Most leasing companies offer detailed advice and will devise a scheme to fit each customer's needs but

it is clearly advisable to consult an accountant before reaching a decision.

Car leasing has flourished so much in the past two years that many leasing companies are showing signs of nervousness. The possibility of some government action to curb the amounts of money being poured into the leasing business has caused many lessors to increase the initial advance rental, particularly on closed-end arrangements.

This has meant that where a quarterly advance was required, with the next rental payment not due for three months, companies have increased this to six months but retained the three-month gap before the next payment. The long-lease car business, said to be worth £200m

in £300m in the United Kingdom, is clearly increasing faster now than its traditional growth rate of 10 per cent. And competition for the business has become more intense with a profusion of companies entering the market.

Hertz and Avis, the big car rental companies, are both developing leasing operations separate from the short-term hire business. Hertz reckons it could have as many cars on lease as on rental within a year.

Meanwhile, there are also indications that the Inland Revenue is poised to clamp down on at least one aspect of car leasing. Tax inspectors have now been given advice on how to deal with those leasing schemes which allow

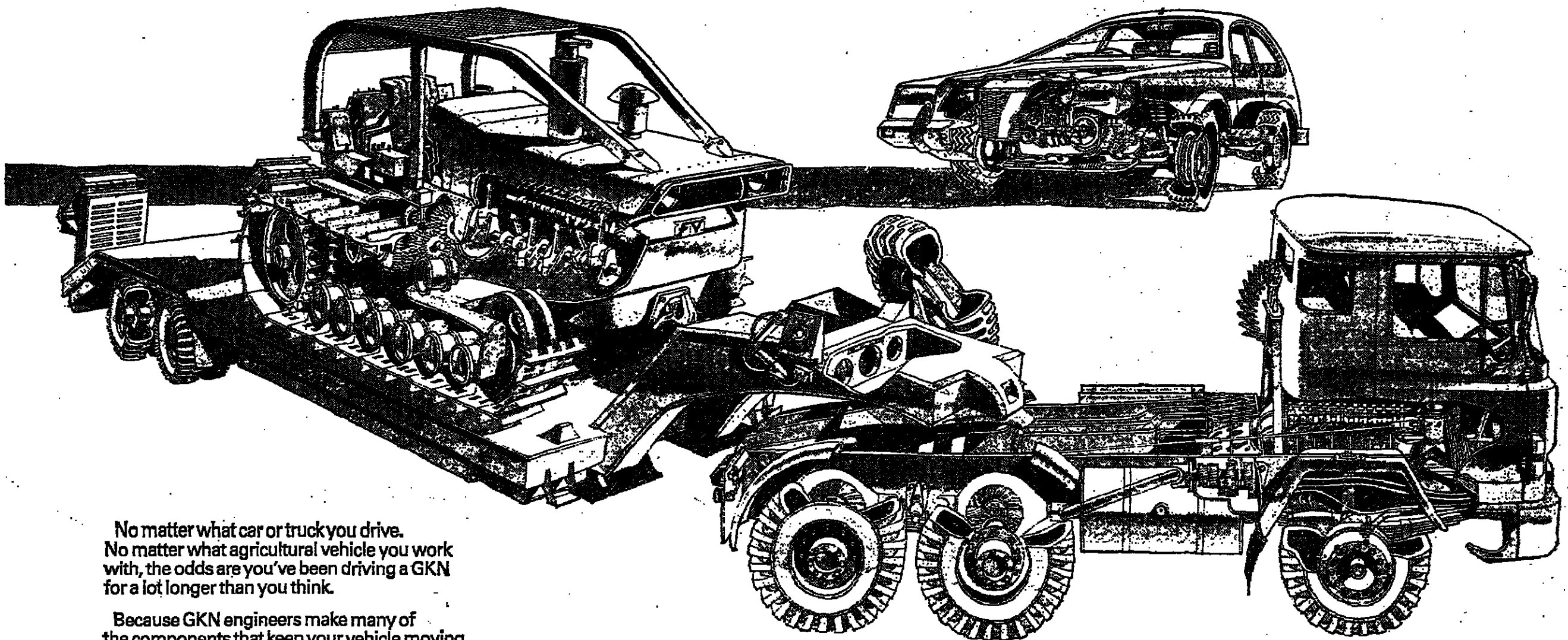
the cars to be sold at below market value to a company employee as a form of pay.

The type of scheme being scrutinized calculates rentals on the basis of an end lease value which is lower than the expected open market value. If the vehicle is subsequently sold to someone else close to the company he can make an immediate capital gain by selling it.

The Revenue now says that as far as the lessor is concerned, the car may in future be treated as stock-in-trade rather than an asset qualifying for capital allowance. The lessee's rental payments may also be disallowed for tax purposes on the ground that at least part of the deal was to buy capital value.

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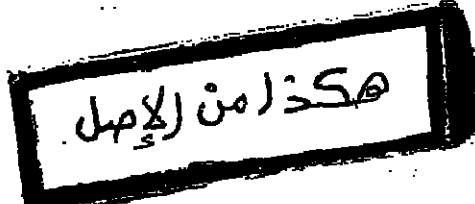
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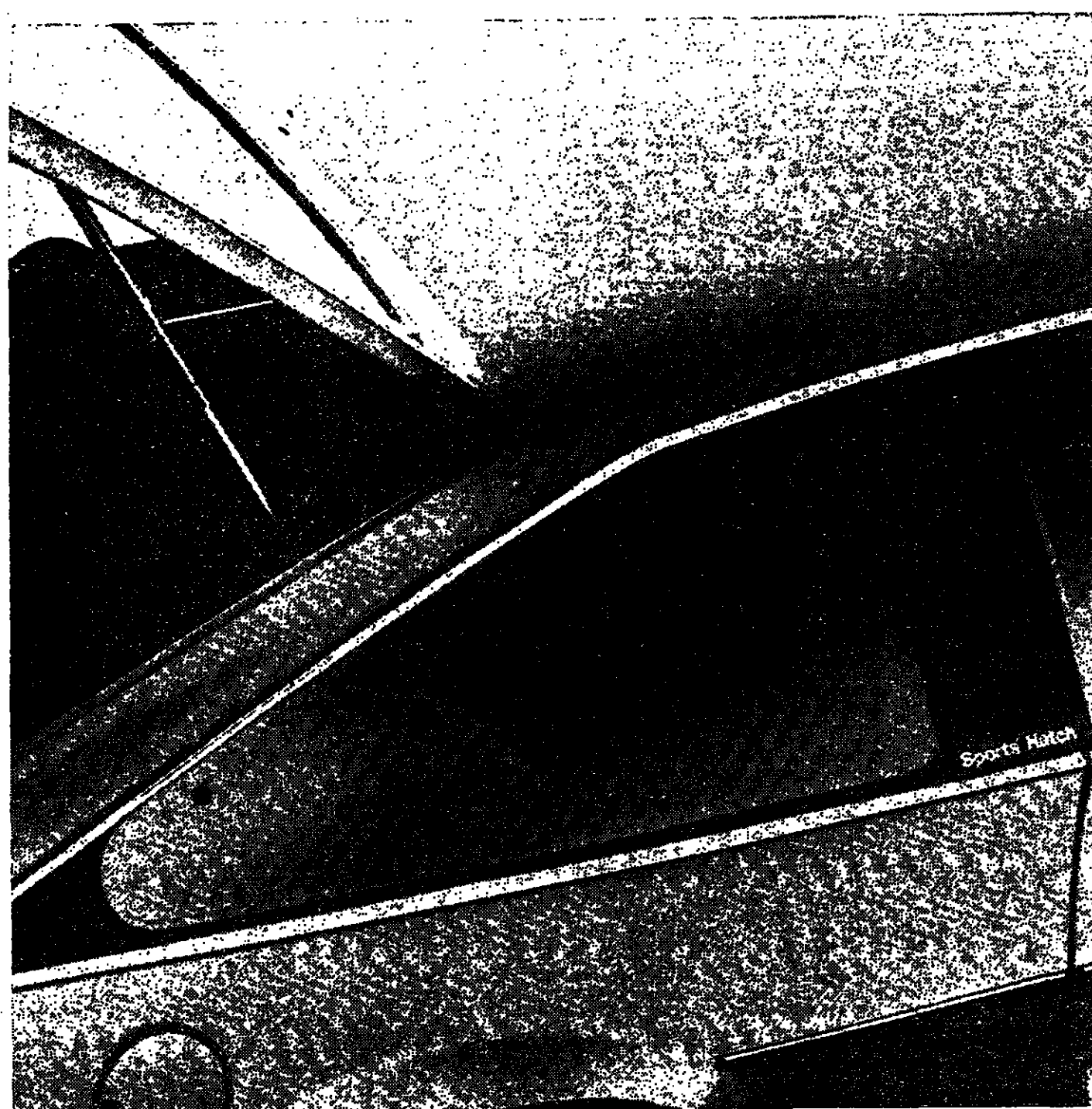
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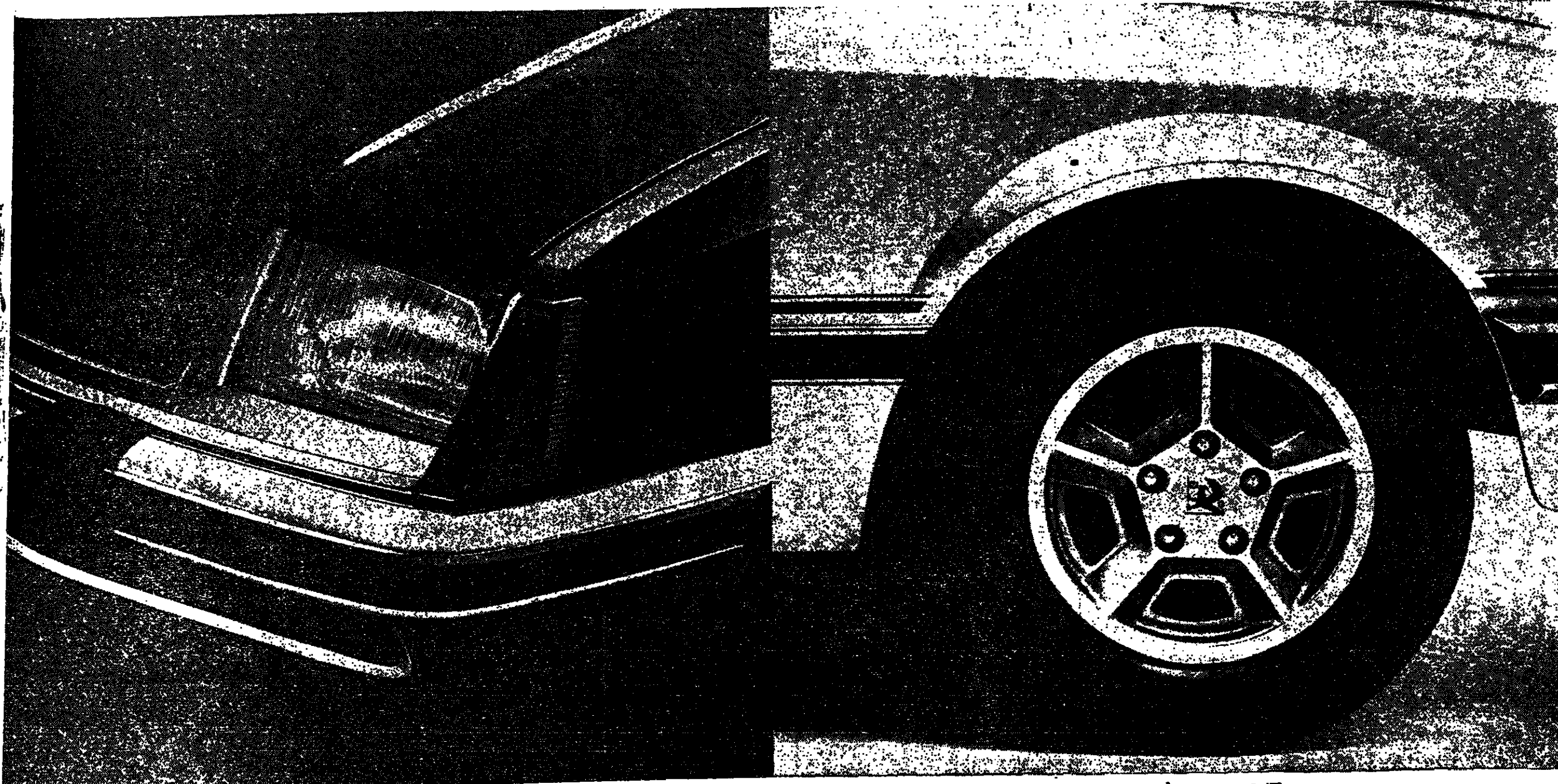
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Why Britain is a rich prize for importers

by Edward Townsend

One in every five cars on the roads of Britain today is foreign and increasingly large shipments from overseas of spare parts are being needed to keep them there.

And since imported cars continue to arrive faster than British-produced vehicles are exported, the industry's overall trade surplus is being slowly whittled away.

The British motor industry's export earnings, including spare parts sales all over the world, has been a success story for many years. But there is now concern that unless the import flood can be stemmed, the industry will be unable to boast soon of the benefits

it produces for the country's balance of payments.

In the first six months of the year, the industry's favourable trade balance was depressed to £490m from £735m in the same period of 1977. Exports were worth £2,085m, a 10 per cent rise on the previous year's total, but imports boomed by 38 per cent to £1,594m.

Three main factors account for the narrowing gap and each shows no sign of change at least in the immediate future. First, and most obviously, foreign cars and commercial vehicles have been arriving in ever-increasing numbers. They are nearly all fully assembled and, on the whole, the Leyland all bring in vehicles from their continental factories but these

but, is minimal compared with that in "completely knocked down" vehicles shipped abroad from Britain in large quantities and assembled by workers in the receiving country.

Second, British manufacturers, aware that their domestic market is showing faster growth than most in Europe and is therefore a rich prize for importers, have had a chronic inability to supply the goods.

Third, the inexorable trend towards the formation of European rather than national vehicle manufacturing operations has blurred the definition of what is an imported car. Ford, Vauxhall, Chrysler and British Leyland all bring in vehicles from their continental factories but these

models all help to reduce the national trade surplus. A recent report by the London stockbroking firm of Laing and Cruikshank maintained that since 1975 the rise in car imports to Britain has been almost entirely due to increasing sales of vehicles originating in the EEC.

These increased their share of the British market from 19 per cent at the start of 1973 to 34 per cent by the end of 1977. Japanese imports over the same period rose from 9 per cent to 11 per cent while imports from all other countries increased from 3.5 to 4.5 per cent.

The report said that the most alarming aspect of the export figures was the sharp halving of sales to Europe. In the past five years Britain's share of the

European car market had fallen from 5 to 2.3 per cent and was still falling. If British manufacturers had succeeded in holding their 1971 share of the European car market, production would be 240,000 units above that at present.

Further, the report showed that over the past two years there has been a marked fall in the net export-import of vehicle components.

Over this period the volume of imports of components has risen faster than that of exports. In value terms imports are now approximately half of the value of exports, having been less than one third two years ago.

The rise in the car population of foreign vehicles has led to a rapid increase in the

number of replacement parts imported for foreign markets and the report emphasises that imports of Japanese cars have been particularly damaging. Replacement parts for them are almost exclusively of Japanese origin.

Problems of supply for British vehicle manufacturers, exacerbated by poor industrial relations, has also led to an increase of dual sourcing. The report pointed out that Bosch, the German electrical company, and Ciba, the French headlamp manufacturer, are just two of the companies that have recently recorded a substantial increase in exports to Britain.

The report concludes that British manufacturers of components "are entering a

period where, a combination of rising raw material costs, a falling pound sterling and low productivity compared with foreign competitors will result in British manufacturers experiencing increasing difficulty in competing on price with overseas manufacturers.

"This will affect their performance both in the home market and also in export markets. Overall, we therefore expect imports of components to continue to rise faster than exports during 1978 and 1979."

However, the picture is not all gloomy and it must be remembered that the motor industry still makes a net contribution to Britain's overall balance of payments. In 1976, the net contribution

made by commercial vehicles, including buses, was £425m, by agricultural tractors £316m and by components £362m.

And it will come as a surprise to many to learn of the more obscure corners of the world that buy British vehicle components. Society of Motor Manufacturers and Traders' statistics for 1976 show, for example, that Trinidad and Tobago bought 180,000 spark plugs; the Windward Islands bought £103,000 worth of accumulators; £27,000 worth of pumps went to Surinam; Fiji bought £21,000 worth of brake and clutch linings; and ten belts worth £22,000 went to Swaziland.

Small fry some of these businesses may be, but in total they give them a great advantage in selling abroad.

series to 138 countries in 1976. Sparking plugs alone were worth £100,000. And the components ever to have been successful. At this year's motor show in Birmingham, 436 of the 700 exhibitors' accessory and component producers.

Mr Alan Williams, Minister of State for Industry, told an export conference in Birmingham recently that British motor components were uniquely placed to obtain a greater share of world markets. The companies involved possess a range of skills and production facilities to produce a wide range of products, second to none and their late independence of the vehicle manufacturer gave them a great advantage in selling abroad.

US lorrymen pick up the pieces

by Clifford Webb

The European commercial vehicle industry faces a crucial decision, one which will have important ramifications for its component suppliers, not least many British firms.

The choice is clear cut. Should continental and Scandinavian lorry makers such as Mercedes-Benz, Iveco (Fiat and Magirus-Deutz), Volvo and Scania, or the French state-owned commercial vehicle arm of Renault, follow the traditional British method of building lorries or should they stick to their own, more integrated system?

All the signs indicate that the British method is the favourite but most of this new business will almost certainly go to American-owned component manufacturers.

Continental lorry makers produce much more of their product in their own plants while British firms, served by the strongest component industry in Europe, prefer to assemble other people's bits and pieces.

But such are the cost-saving advantages of large-scale production of components such as diesel engines, axles, gearboxes and brakes that even proud Mercedes-Benz, the most integrated of all European lorry makers, is testing other people's components.

The cost savings available to firms like Mercedes and Fiat are considerable but the difficulties still to be overcome before they follow British practice are daunting. The most explosive is undoubtedly the reaction of their labour force. Large numbers are employed in foundries, machine shops and assembly halls which will no longer be needed if outside components are introduced.

Despite this most observers believe that a full-scale switch to bought-in parts is inevitable. The trick will be to phase it in which out dangerous confrontations.

The necessary ingredients for this growth based on returning confidence as commercial vehicles markets recover from the depression of the last four years. The British market is already setting the pace with a 14 per cent increase in the first seven months of this year.

Growth will permit the continentals to phase in outside components without slashing jobs. Workers can be transferred to jobs nearer the final assembly line.

There is an added problem in Germany however. Firms like Mercedes have conditioned their customers over many years to accept that Mercedes engineering is unrivalled. How then to persuade them that in offering someone else's axles and brakes they are not settling for second best?

But why are the American component firms poised to take so much of this business? The answer goes back to the American method of building lorries. Like the British they traditionally assemble other people's parts and with commendable foresight, American groups have moved into Europe in a big way in the past 20 years.

The pioneering work was done by Cummins, the American manufacturer of big diesel engines. It moved into a plant at Shotts, Lanarkshire, some 22 years ago. Today it holds about 20 per cent of the British market for heavy lorries. Now it is ready to tackle Europe, and to provide the necessary extra capacity it is spending £30m to double production at Shotts.

But Cummins is by no means having it all its own way. The Gardner Diesel is almost an institution with British lorry operators. Its long life, reliability and outstanding fuel consumption are still the targets for others to aim at. Until recently Gardner, a family-owned firm, was content to operate with a long waiting

list for every engine it produced. Last year it was acquired by Hawker Siddeley and the new owners have their eyes set firmly on the continent.

So for that matter has Rolls-Royce, the third independent diesel producer based in the United Kingdom. With the help of substantial government contracts for military engines it has a solid base from which to mount an export drive.

The other main lorry components are axles and gearboxes. The American pacesetter is the Eaton Corporation of Cleveland, Ohio. Since it arrived in Britain in the early 1960s it has followed a policy of regular expansion mainly through acquisitions from its present customers such as British Leyland.

Today Eaton has some 30 per cent of the heavy axle market in Britain and perhaps 20 per cent for Europe as a whole. In addition its Fuller gearbox has acquired such respect that Eaton is now the leading gearbox supplier for heavy lorries.

Last year Eaton embarked on a costly gamble to increase its continental business. At St Nazaire on the French Atlantic coast, it built a 350,000 sq ft plant with capacity to turn out 24,000 gearboxes annually. They will be fully interchangeable with the 60,000 a year it already produces at Manchester and Easingwold in the United Kingdom and more still at four plants in the United States. This ability to supply lorry makers from other sources in the event of disputes gives Eaton a considerable edge in winning contracts.

Rockwell, another American axle company, entered the British market when it acquired Maudslay from British Leyland about seven years ago. Soon afterwards it added the presses division of Chapman-Clark, a Birmingham-based firm. Rockwell also assembles brakes from component manufacturers in its American plants.

The influx of American component manufacturers owes its origin to the rapid growth of the British-based commercial vehicle producers—Ford, General Motors and Chrysler. It was natural that as they progressed to heavier and heavier lorries they should design their own components of which they already had experience in the United States.

The American inroads have not pleased Gust, Keen and Neill, the British firm's largest engineering group. Already well established in the light axle sector through Salisbury Transmissions, it created GKN Axles for heavy axles three years ago. In addition to Salisbury there are Kirkstall Forge Engineering and Newton Transmissions. Commercial vehicle manufacture on the Continent is very different from car production but both share one thing—they must have reliable deliveries from their component suppliers. This need for security of supply has been the biggest single obstacle to British component exports to Europe. The British strike record, although nowhere near as bad as is claimed in many European newspapers, is sufficient to raise doubts. It is also the driving force behind the present attempts by British firms to establish or widen their manufacturing bases on the Continent.

The battle for the car spares market has reached unprecedented proportions in the United Kingdom in the past few years, to the extent that it has now attracted the unwanted scrutiny of the Government.

Selling spares is arguably one of the most lucrative aspects of the motor industry. Once he has bought his car the motorist is locked into the replacement parts system; sooner or later he will be forced to spend what many consider to be too high a price to keep the vehicle on the road.

Most spares are fitted by a service garage but, even when he can shop around, the car owner may discover that even the simplest part is far from cheap. The replacement of a windscreen wiper, for example, may entail buying the whole unit, when only the rubber blade is needed, because the components are not sold separately.

One motorist was prompted to write to *The Times* recently to complain that he had been forced to spend £6.95 on replacing a broken indicator light lens. He had no option, he said, but to buy the entire light unit including the shell, wiring, bulb and lens.

Complaints such as this have led to the scrutiny of the spares business by the Prices Commission which has been ordered by Mr Roy Hattersley, the Secretary of State for Prices and Consumer Protection, to undertake an examination of the sector.

The spares market is believed to be worth about £1,000m a year at retail value and it has been alleged that some manufacturers may be weighing the cost of spares, so that a greater profit is generated, to allow selling prices of new cars to be kept more competitive.

BL, Ford and Chrysler have their own big outlets for parts, and also sell spares that will fit competitors' vehicles. Names like Unipart and Motopac are known throughout the country. The suspicion of price loading is more often directed at foreign car spares in the belief that overseas vehicle manufacturers have faced particularly keen competition among themselves for a slice of Britain's expanding car sales.

The increasing number of foreign cars in Britain has prompted the British Leyland Unipart operations this year in an attempt to cater for all but a handful of car owners. In January, the company disclosed plans to sell replacement parts for 17 foreign models, and it was claimed that this would lift BL's coverage of the parts market from 80 per cent to almost 98 per cent.

BL claimed that its move was in response to a growing demand from potential Unipart customers for spares for imported cars. Mr Terry Chipperfield, Unipart's marketing manager, said: "We are happy to fill this gap because we are not going to miss out on profit opportunities like this. At the same time, we shall be depriving the importers of some parts profits and channelling them into our own distributive network."

It estimates that by next year the United Kingdom market for parts for imported cars could be worth £250m, of which about 38 per cent will be the rapidly turned-over products that it intends to sell.

Despite BL's well-publicized troubles, the marketing of spares has been a consistently healthy activity in the past three years. Unipart retail outlets aimed at the fast-expanding do-it-yourself repair market were opened in 1975, and now there are more than 500. Unipart's total turnover this year could be £300m of which about £60m will be from retail shops and £100m from overseas business. Earlier this year the battle for the United Kingdom parts business intensified when Citroën announced an average cut of 16.5 per cent in the prices of replacement parts. The reasons, the French company said, were the lifting of the import duties on goods from the European Community, an improved exchange rate and Citroën's decision to buy more components, materials and services in Britain. Citroën, soon to be joined by Chrysler UK to form one

Government scrutinizes spares market



Selling spares is arguably one of the most lucrative aspects of the motor industry.

New horizons for motor caravans

by Peter Waymark

After three disastrous years during which sales fell by 75 per cent, the British motor caravan industry is in a happier state. Though a quick return to the heady days of the early 1970s is unlikely, caravan makers are confident that the worst is over and that from now on demand will continue upward.

The registration figures tell the story. The boom years were 1972, when, according to the official returns, 13,001 motor caravans were sold in Britain, and 1973, when there were sales of 14,211. Since some of the chassis used by motor caravan converters or constructors were recorded as commercial vehicles, the true totals may have been higher still.

Volvo bought £15.4m worth of United Kingdom components last year, and it is estimated that this will rise to £17m this year. In addition, Volkswagen (GB) buys between £4.5m and £5m worth of British-made parts and other components for the home market each year.

And there has been considerable expansion into foreign markets by United Kingdom parts manufacturers themselves. GKN and Lucas are well established in Europe. Associated Engineering manufactures in France, Germany and Italy; Britax is in France, Germany and Italy; Armstrong Equipment recently started operations in Spain; Perkins has moved into Germany; and Turner and Newall's engineering and components subsidiary has invested in Italy.

At home it remains to be seen how much growth there is left in the car parts business. The upsurge of independent parts companies such as Quinton, Hazell and the subsequent expansion in the motor manufacturers' own parts operations certainly leave little scope for newcomers. The increasing stringency of the MOT test has led to increased sales of parts in the past two years, but the slump in car sales after the oil crisis and the determination by the importers not to see their after-sales parts business go to British companies have put a much sharper edge on the competition.

Then, through a combination of adverse circumstances, sales fell dramatically; to 7,482 in 1974, 4,301 in 1975 and only 3,525 in 1976. Before the slump, the industry was confidently predicting 20,000 sales a year by the end of the decade but the latest estimates are just over 5,000 units this year and 7,000 in 1980.

In retrospect, the industry admits that the buoyant markets of 1972 and 1973 were somewhat artificial. Free from tax on the retail price, many motor caravans were little more than cars and there were plenty of customers ready to take advantage. But suddenly the loopholes were closed; motor caravans became subject to value-added tax in 1973 and the 18 per cent special car tax two years later.

At the same time, the leisure business was seriously

affected by the oil crisis, the sharp rise in petrol prices and inflation. From being a relatively cheap proposition, the motor caravan became a luxury.

With the slowing of the inflation rate and a small rise in real incomes, the market began to pick up again last year and the improvement has been maintained. Most caravan makers are gradually increasing their production and sales are about 20 per cent up on 1977.

The evening of the past few years, however, have left their mark. Several smaller caravan firms have ceased production, while the survivors have been forced to meet the needs of a smaller and more discerning market.

It is estimated that eight out of 10 motor caravans are bought by private motorists.

The industry is therefore sensitive to price change. The remaining sales go to hire fleets and sustain a growing rental business.

The industry can well argue that with up to 2 families a year renting on caravan, turnover is bigger than the 5,000 new sales annually might suggest. One restricted largely to the summer, rental has become a year-round activity with many willing to take caravans holidays out of season to get the benefit of cheap rates.

Ironically, the recession by the lower end of the market more than the coachbuilt sector and a trend toward coachbuilt units, rather than conversions, has continued. As a result, the difference in price between caravans which use the existing steel van bodies and

continued on facing page

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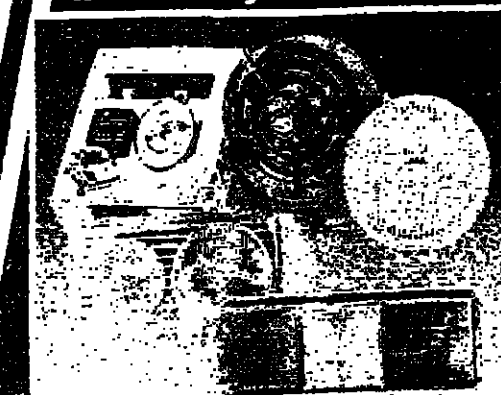
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Forecourt becomes Aladdin's cave

by Robert Parker

Ten years ago garages were places where people could buy petrol or take their cars to be serviced or repaired. Today, the customer is likely to be surrounded by an Aladdin's Cave as he goes to pay for his petrol.

He will be confronted by a display of sweets, anoraks, tobacco, fan belts, batteries, bulbs, sparking plugs, wheel bearings and clutch assemblies.

The forecourt, and indeed ordinary shops, have become centres for what is one of the most active, rapidly expanding and competitive areas of the whole motor industry—the parts and accessories business. Nobody seems to know how big it is, but most people agree that in Britain alone it is worth more than £1,000m, and growing rapidly.

In the past two years the big petrol companies have been making great efforts to get into the parts business. In the past nine years, the big car manufacturers have been building up parts and accessories businesses.

The manufacturers entered the market to try to

win back the increasing trade in parts and accessories which was being generated by specialised companies such as Quinton Hazell, in the Midlands, which made their own replacement parts for a whole range of cars.

There are two main categories in the business. The first is the supply of parts to a company's own dealers and garages. The second is the provision of a whole range of parts and accessories to a range of outlets which cater for do-it-yourself motoring.

The do-it-yourself share of the market is now estimated to be about 20 per cent of the total turnover.

This share has been growing. Economic pressures alone will make increasing numbers of motorists carry out more repairs and servicing. It is argued by Mr. Frank Hemsworth, Unipart's marketing manager.

The three main manufacturers each now runs its own parts and accessories units. Ford has Motocraft, BL Unipart, and Chrysler Mopar. Each of these operations combines parts for the trade and accessories with components aimed at the do-it-yourself man.

The statistics of these

operations are surprising. For example, Ford, with its parts centre in Daventry, has a building 22 times the size of a football pitch, which handles 43,000 parts every day.

Each operation supplies its own dealers, who will provide parts to non-franchised independent garages. Ford has 1,200 dealers and 400 main dealers. Unipart has 600 shops and 75 special Unipart Centres. The three main operations work through a combination of their dealerships, of the High Street shops and other forecourt sites.

Great efforts to enter High Street

There have been great efforts to get into the High Street shops. Motocraft, for example, offers an independent shop keeper a special deal; if he agrees to identify himself as a Motocraft Centre, he will be helped to fit his shop with shelving and goods.

Each of the three parts operations markets a similar range of products. They include the kind of fast moving

replacement parts which not only are the kind of equipment that tend to wear out, but which the do-it-yourself man can fit. They include shock absorbers, spark plugs, coolant, seats, air and oil filters, wheel bearings, condensers, distributors, fan belts, starter motors, water pumps, anti-freeze, hoses and other components.

At the other end of the range, there are items such as car care materials, hubcap covers, seat covers, first aid kits, warning triangles and hundreds of other accessories.

The marketing of all these items is fierce. Motocraft in October offered any motorist a complete check up of all his car electronics for only £1, at any of their main dealers. The AA estimates that 50 per cent of cars have deficient electrics. Where problems were analysed by the Ford dealer, many motorists bought the required parts from Motocraft, or even had the work carried out by the garage.

Unipart, which has through its marketing campaign made Unipart possibly the best known of the three, has a big drive to sell accessories as gifts. Their first real campaign was last Christmas and so successful was it that it will be repeated again this year.

Unipart and Motocraft tend more than Mopar to package the various parts and accessories under their own name. The great art of the business is to carry a range of items which caters for more than 90 per cent of all makes of car on the road—British, continental and Japanese.

So important is the market now that in the past two or three years the petrol companies have been getting involved, using, like the big car manufacturers, the "captured" markets at garages where their petrol is sold. Esso is most involved, followed closely by Shell. After only two years, Shell has established a wholesale trade of more than £6m.

One reason companies like Shell got involved is that the retailers on the forecourt, now only 34p a gallon, have been getting less, and there was a need to boost their takings.

Shell, acting as wholesaler, supplies a range of products at a favourable price to the retailer on display as well as on the forecourt. Items include clothing, sweets, cigarettes, fan belts, batteries, oils, car care equipment and the kind of replacement parts most often in demand.

New horizons for motor caravans

Continued from facing page

purpose-built vans has narrowed. Customers seem willing to pay the extra money to buy more comfortable coachbuilt caravans, even if greater dimensions can be achieved by the vehicle less easily. Ford confirms the move towards coachbuilt units; half of its Transit motor conversions are sold as coachbuilt units. The coachbuilt units are also designed to a higher standard of comfort, particularly in seating and lavatory facilities. Motor caravans makers are trying to follow the motor practice of making home-on-wheels as snug and well appointed as possible. Britain's leading motor manufacturers, CI Homes, has a Ford Transit motor conversion costing £8,617. It offers a bedroom above the cab as well as a double bed at floor level, a living room, a kitchen, a refrigerator and a flush lavatory.

The company sells other expensive models which standard specification are

a little inferior. On the other hand, one of the most popular motor caravans is the little rear-engined Fiat Amigo. Engine capacity is only 903 cc and interior space less than generous but it sells at the low price of £3,797.

Most motor caravans are built on medium-sized delivery vans, though some use estate versions of cars like the Morris Marina and Ford Escort. "Riser" roofs provide the necessary headroom, as well as space for a stretcher bunk. Coachbuilt units are wider, longer and higher than caravans built on standard van bodies. They use the same cab sections but the living quarters are built from the wheels up.

Although no vehicle maker builds a chassis specifically for motor caravan conversion, commercial vehicle origins are largely disguised by softening the suspension and fitting items like two-speed wipers, heaters and nylon seat trim.

A recent development is the detachable coachbuilt unit which fits on to a chassis/cab or pick-up lorry like the Morris Marina, Datsun, Mazda and Toyota utilities.

The pick-up camper originated in America and is a dual-purpose vehicle since it can be switched to commercial uses with the coachbuilt section removed.

Apart from the giant American motorhome business, Britain leads the world in motorized caravans. The market used to be dominated by Volkswagen, which in 1972 accounted for two thirds of sales. But VW's position has been eroded by the strength of the Deutsche mark against the pound. This made VWs very expensive here. The panel van conversion also has become less attractive than a coachbuilt vehicle. VW now runs behind Ford, the market leader with the Transit, Bedford and Fiat. British chassis manufacturers have 55 per cent of sales compared with 42 per cent in 1975.

Exports, almost nonexistent up to 1972, are now an important and expanding part of the motor caravan business. CI Automobiles sells nearly 40 per cent of its output overseas, sending coachbuilt bodies to France, Germany, Italy, Switzerland, Austria and the Benelux countries.

Cutting the frills of entertainment

W the most aspects of motor-entertainment, the in-car entertainment industry was affected by the recession which followed the crisis. From being high on the list of desirable extras, radios and tape players became frills that the car buyer could do without. This was why as many as 45 per cent of cars in Britain still without electronic version.

But if the industry has banded more slowly than being forecast in the early 1970s, it has become an important factor in the car trade. Last year 30,000 units were sold, representing a turnover of £1m, and with the economy slowly picking up, manufacturers are confident of a better business in the near future.

Sadly, from the British point of view, most of these units are foreign-made. In more than the new car industry, in-car entertainment is being dominated increasingly by importers who last year took 80 per cent of that £38m turnover, nearly half went to the car entertainment, both phrase and an industry, only 10 years old. Before tape players in cars were hardly known. The since then has been of rapid technical development which has extended quality and range of sound. The choice now from a £15 radio to the stereo system costing

of a higher quality and less subject to interference and fading. Ideally, a receiver should have all three bands: motorists who bought some Japanese cars with medium wave/vhf reception only have not been able to get Radio 2.

The case for vhf will become even stronger after November when, under an international agreement, the number of transmitters in Europe could almost double. This will be more interference on medium wave, particularly at night, and this is why the BBC is adopting new frequencies from November. The main changes are that Radio 4 moves to long wave, with Radios 1, 2 and 3 going to new positions on the medium wave. Motorists with mw/lw receivers will still be able to get the channels, though push-button sets will have to be retuned.

Despite the example shown by Japanese importers, it is still rare to have a radio as a standard fitting except on a small number of expensive cars. One reason is that motorists seem to prefer to choose their own receiver rather than have one put in that is not to their taste. Since the popularity of Japanese cars is often attributed, among other things, to their long lists of standard equipment, Ford decided to poll motorists on their most desired items and found that radios came well down.

The other factor that has worked against factory fitting is that it deprives the dealer of a useful source of profit (anything between a third and a half of the retail price). As it is, the motor trade has only about 60 per cent of the in-car entertainment market and is being strongly challenged by electrical shops, High Street multiples and discount houses.

Among tape players, the main development of the past five years has been the victory of the cassette over the cartridge. In the early days, the cartridge—or eight-track—was by far the more popular system, taking between 80 and 90 per cent of sales. It was reckoned to have the better tone quality, though it was

bulkier and more expensive and had the disconcerting habit of interrupting a symphony every 10 minutes to change tracks.

Decisively, the cassette became the preferred means of taped entertainment in the home and there was little point running a different system in the car. Cassette reproduction has improved to the point where it is as good, if not better, than that of the cartridge and only a handful of eight-track decks are still sold.

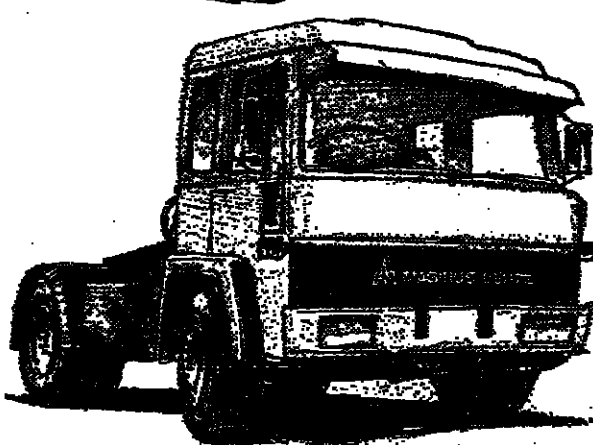
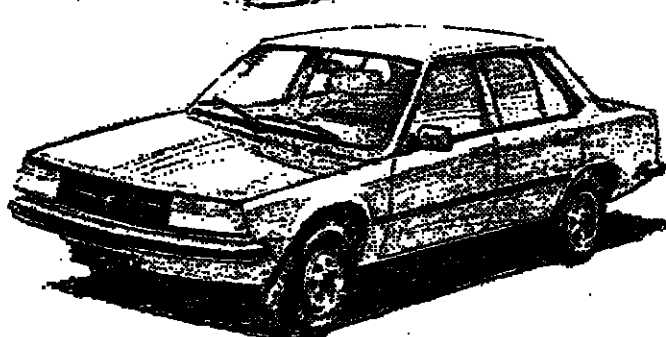
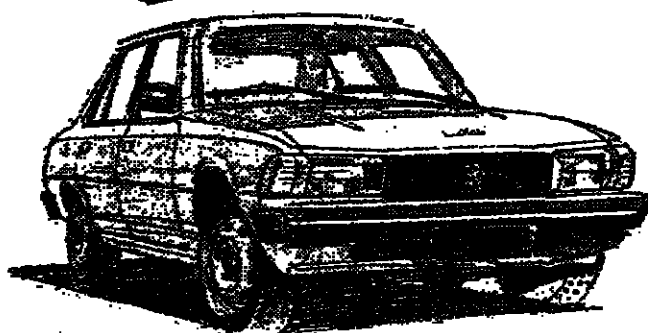
Tape players come either as a combined unit with radio or on their own for motorists who already have a radio fitted. The cheapest combined unit, with long and medium wave bands only, costs about £45, but is preferable, and not much more expensive, to add vhf and stereo. In-car entertainment is very much a matter of getting what you pay for: the dearer the apparatus, on the whole, the better the tone.

The better cassette decks often have what is called auto-reverse—when one side of the tape is finished, the apparatus switches automatically to the second side. Interference rejection is a feature built into some units to improve vhf reception, while there are a growing number of booster amplifiers. Hitachi has just announced what it claims to be the first radio/tape unit with a built-in micro computer: instead of the traditional scale and pointer, frequencies are shown on a digital readout.

The biggest impetus to car radio in future may come from the development of traffic information systems which break into programmes to warn drivers of hazards ahead. Two such systems are ARI, already used by three million motorists in Germany, and the British Carfax which is being developed experimentally by the BBC. Since there are important implications for road safety and traffic congestion, it is unlikely that governments will be able to stand aside and the day may come when radio receivers are as much a legal requirement as headlights or windscreen wipers.

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British debut for many novelties

by Peter Waymark

Critics of motor shows say that the cars can be seen just as easily, and in greater comfort, in the dealer's showroom. But every show has its crop of novelties, either new models from the British industry or foreign cars making their first appearance in Britain, and Birmingham offers a better than average selection.

The most important new British cars—though the keen eye will spot more than a passing resemblance to the big German Opels—are the Vauxhall Carlton and Royale. The Carlton is a two-litre which replaces the VX series; based on the Opel Rekord (Opel and Vauxhall are sister companies in General Motors) but with enough distinctive front-end styling not to make it too obvious.

The Opel Senator/Monza has been similarly transformed into the Royale saloon and coupé, giving Vauxhall an additional model range and putting it up with the Rovers, Audis and Volvos in the so-called executive market. Powered by a 2.8-litre, six-cylinder engine, the Royale has all-independent suspension, power steering and an automatic gearbox as standard equipment.

With EL (the former Leyland) and Ford marking time, the other new British cars come from the small specialists. The AC 3000ME mid-engined sports car is no stranger to motor shows, having been first shown, in prototype, four years ago. This time, however, there is a definite promise that production will start shortly. Panther is showing a turbo-charged version of its two-seater Lima.

Chrysler's small family hatchback, the Horizon, may be made in Britain one day but at the moment it is an import from Simca in France. Planned as the eventual successor to the Simca 1100, and with several mechanical features in common, it is a five-door front-wheel drive car with a choice of 1118cc and 1294cc engines. The advanced specification also includes four-wheel independent suspension and electronic ignition for easy starting.

A direct competitor to the

Horizon, when it arrives in last revamped the 99 series Fiat's Ritmo. Similar in size and concept to the Chrysler car, it offers a choice of three-door or five-door body-shells. Engines are 1100cc, 1300cc and 1500cc. Fiat is also showing a new version of its little mid-engined sports car, the X1/9: the main changes are the fitting of a 1500 engine (the same unit as the Ritmo's) and a five-speed gearbox.

Alfa Romeo, the other volume producer in Italy, is showing its Giulietta saloon before introduction to Britain next month. Slotting in the Alfa range between the Alfesud and the Alfetta, and sharing some of the latter's components, the new car has the fashionable wedge-shaped body, a lively 1570cc engine and five-speed gearbox.

From France comes the Renault 18 medium saloon, which goes on sale in Britain in January. It is a conventional car in Renault terms, with a three-box body instead of a hatchback and drawing heavily on existing mechanical parts—very much an updated version of the 12 though not, Renault insists, its replacement. Engines are 1397cc and 1647cc. Citroën's new five-door "mini", the Visa, will be at Birmingham, although it will not be launched in Britain until autumn next year.

The outstanding German model at the show is probably Porsche's "car of the year", the 928. Most so-called new cars these days are little more than newly designed bodies on existing mechanical parts but the 928 owes nothing to other models and even the 4.5-litre V8 engine was designed specially for it. A car which must enhance Porsche's reputation for superb engineering, the 928 will be available in Britain shortly at £19,500.

The "mark two" Audi 80, which goes on sale early in the new year, is an attempt to take the model nearer to the big 100 and away from the Passat whose mechanical layout it largely shares. The car is bigger than before, better appointed and close to the 100 in basic styling.

Sweden's car makers are too small to indulge in the luxury of frequent model changes. But Saab has at

sufficiently to justify calling the new range the 900; it is a little bigger and better equipped and should help Saab to attack a more expensive part of the market. Volvo is bringing its Bertone-styled 262 coupé to Britain for the first time and has revised the Dutch-built 343, giving it a manual box as an alternative to the gearless automatic transmission inherited from DAF.

The Soviet Union's four-wheel drive car, the Niva, is seen for the first time in Britain. Problems with steering conversion mean that to begin with it will be sold here in left-hand drive form only. A sort of mini Land-Rover, and with no direct competitor, the Niva should find ready buyers at just over £4,000. It is powered by the 1.6-litre overhead camshaft unit used in the Lada cars.

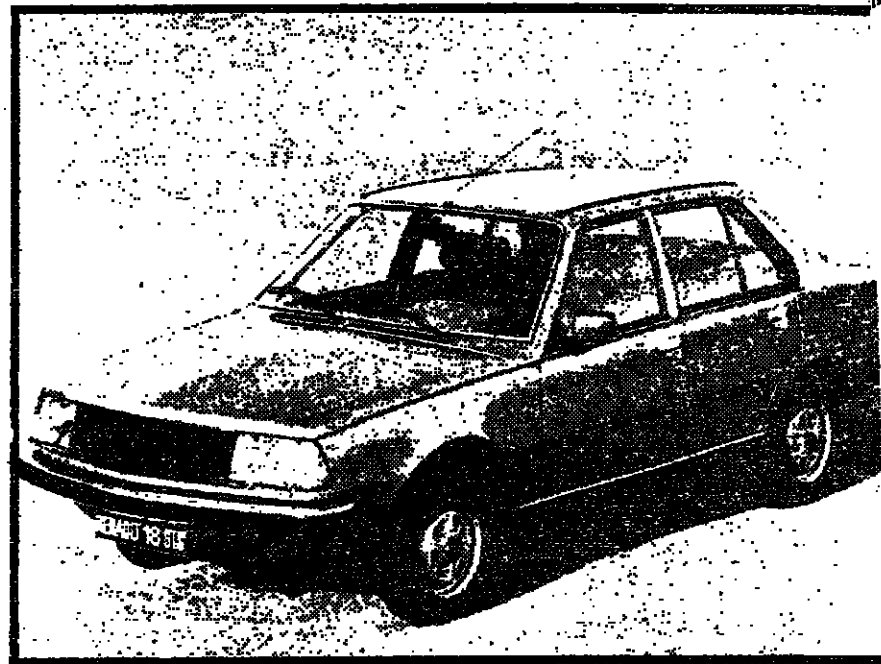
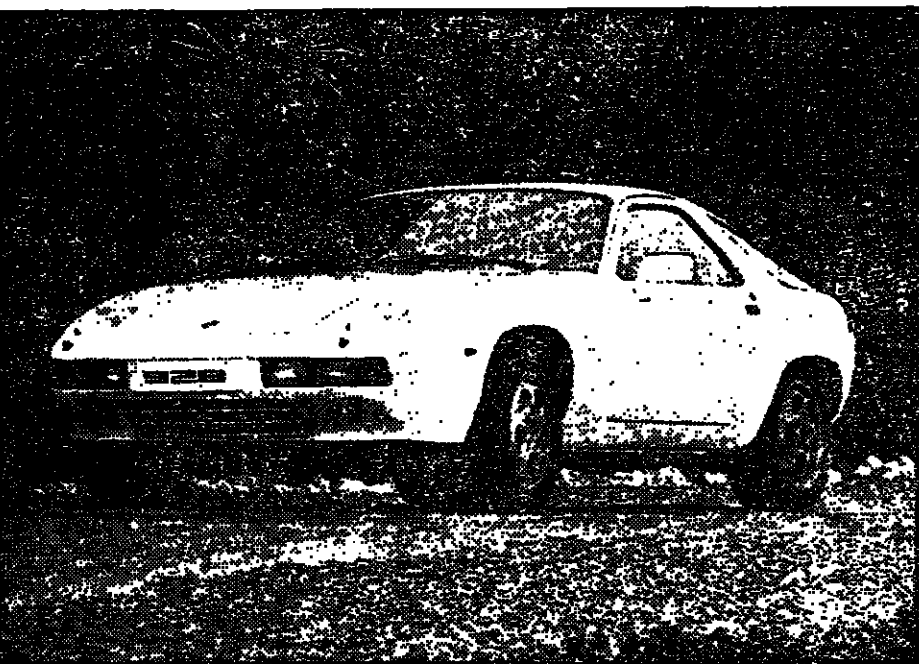
The Polish car industry is sending us its latest creation, a stylish five-door medium hatchback called the Polonez. Promising to be a more modern design than the Fiat-based Polski, though with many of the same mechanical parts, including the 1481cc engine, it will be launched here in January at just under £3,000.

A significant Japanese exhibit is the Mazda RX-7 rotary-engined sports car. Rotaries disappeared from Britain soon after the energy crisis, condemned by their heavy fuel consumption. But the RX-7, launched in Japan at the end of April and selling strongly in the United States, claims to have overcome this handicap, and the new engine, equivalent to 2.3 litres, is said to give smooth and lively performance. The car goes on sale in Britain in the middle of 1979.

Another Japanese model making its British debut at Birmingham, with the launch scheduled for next year, is the Colt Mirage. It is a three-door hatchback, available with 1200 and 1400 engines, and a unique gearing system which enables the driver to choose either performance or economy, depending on his journey. Unusually for a Japanese car, it has a transverse, front-wheel drive engine layout, rack-and-pinion steering and independent suspension on four wheels.



Three of the best . . . Above: the Vauxhall Royale Coupé; below (left) - the Porsche 928, and the Renault 18 GTS.



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It gives huge performance that you'll probably never need, and in terms of luxury and creature comforts it's obviously a car for the kind of man who appreciates what real motoring is all about, and can afford the best.

We don't call the Fiat Monza a sports car because recently that phrase has been abused, but in every way it's exactly what the Monza is.

Its 1600 3-litre 6-cylinder 1600 cc injected engine (at 5000 revs/min) gives you 133 mph and 0-60



in 8.5 seconds.

The stylishly comfortable—wide seats and cockpit—steering wheel without a horn, and with ample leg room for a driver the 6' 2 1/2" the Monza is the different class.

The versatile—thanks to Opel's Digital Gearbox—transmission with quality engineering.

Above all, the Monza is a driver's car. You have a choice of manual or automatic transmission and, of course, power steering. You've also got a 4-speaker stereo, central locking system, electrically operated timed windows, sunroof, alloy wheels.

Discrete, subtle, graceful.

It's not on.

If you think the Fiat Monza is the car of the future, call us on 01-437 1234, the address of our nearest dealer, and see us at the Motor Show.

You'll never need a spare.

MONZA

MONZA

MONZA

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